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Organic Agricultural Products: Marketing and Trade Resources

Special Reference Briefs Series no. SRB 2003-01 (updated August 2005)

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National Agricultural Library

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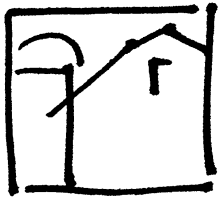
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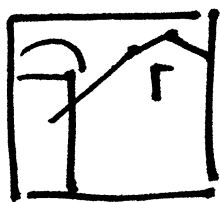
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Organic Agricultural Products: Marketing and Trade Resources

I. Introduction

About this Guide

The market for organic products in the U.S. and around the world has been growing steadily during the past 15 years. Until recently, information about organic markets, marketing and international trade was scarce and difficult to find. The availability of this data and related information is increasing; however, it remains an elusive target for several reasons.

◆ Traditionally, the organic market sector has been small and dominated by small producers and processors who use farm direct or specialized market outlets. [“Organic Marketing Features Fresh Food and Direct Exchange,” by Catherine Greene, Carolyn Dimitri, and Nessa Richman. In *Food Review* (January 2001-April 2001), vol. 24, no. 1] Although information about growing crops and raising livestock organically has increased considerably during the past 10 years, accessible information about markets and marketing has developed less quickly.

◆ “Organic product” covers a wide range of commodities, including fresh produce; processed vegetables, fruits and grains; meat, egg and dairy products; livestock feed; fiber and textiles; herbs; and more. In terms of market channels, consumers, and handling and labeling requirements, each commodity maintains market characteristics of its conventional counterpart as well as occupying its niche in the organic marketplace. Integrating information about these similar yet distinctly separate sets of market positions is difficult.

◆ Prior to 2002 and the implementation of U.S. Department of Agriculture (USDA) National Organic Standards, the definition of what constituted an organic product varied widely. Organic certification was voluntary in most states, and the requirements for organic production and handling were different from certifying agency to agency. Some states provided guidance on the definition of what could be labeled organic; most did not. Most ambiguities in labeling a product as organic are now resolved with the exception of select commodities including cosmetics/personal care products.

◆ Since implementation of U.S. standards, organic market channels and outlets have become extremely diverse. This rapidly growing marketplace now encompasses small farm producers and direct farm sales via farmers markets and Community Supported Agriculture (CSA) enterprises; continued growth of sales through natural foods brokers and stores; unprecedented involvement of large conventional food corporations with new organic product lines; and organic sales in conventional grocery stores. These evolving market dynamics present a wonderful yet bewildering array of choices for producers, processors and retailers. Reliable market-related information is essential, yet single information venues are no longer adequate.

This publication aims to document the range and depth of legal, economic and social issues involved in marketing and trading organic agricultural products, using references to published data and information resources as “indicators.” The author has tried to provide a large picture of information resources - from direct marketing to commercial retail sales; from free, online sources to expensive industry studies - to provide businesses and entrepreneurs with optimal information options and access regardless of their marketing budget.

On a practical level, this guide provides an informational starting place for entrepreneurs who are considering an organic enterprise, and for producers of organic commodities who are researching potential markets and marketing schemes for their products. It also points to individual informational tools that answer specific questions about market suppliers and outlets, market research and regulatory programs. The references were located by searching bibliographic and research databases; organizational, agency and commercial catalogs and Web sites; journals, newsletters and listservs; commercial directories; and other sources.

Each listing includes access or availability information. To describe the type of World Wide Web availability for each entry, the author has assigned one of four tags to each Uniform Resource Locator (URL). “Full text” indicates that the entire document is available for free downloading in HTML or PDF format; “Information/abstract only” means that the resource has limited availability and/or a purchase requirement; “Homepage” notes a commercial or organizational primary Web site; and “URL” is assigned to Web pages that are not homepages but contain several documents or links.

Organizing a publication about marketing and trade endeavors is a complicated task. The subject of marketing is multi-layered, especially in the organic sphere. Where does information about marketing channels leave off and that about consumer preferences start? Where do organic labeling requirements mesh with those of other USDA, U.S. Food and Drug Administration (FDA) and state requirements? In addition, information comes in many formats with different accessibility levels and accuracy indicators - print, online, CDROM, video, free, fee-based, research-based and anecdotal. A one-size-fits-all guide to organic marketing is impossible. Except for Part 1, which deals with laws and legislative text, this publication is arranged by type of information, and then by topic.

Every effort has been made to reflect all aspects of organic marketing and trade resources. The guide is not comprehensive, but includes selected representative sources in each category. Individual resources listed here were selected on the basis of...

- ◆ ready availability, especially those that are free and online
- ◆ timeliness - most sources were created within the last five years
- ◆ applicability to a U.S. audience

In a constantly changing informational scene, it is very important to remain aware of how to find more and updated information. Numerous tools appear here that are updated on a regular basis, or that can lead the searcher to updated and/or additional data.

Consequences of Organic Standards in the Marketplace

The U.S. National Organic Program Rule. As of October 21, 2002, any agricultural commodity or product, whether raw or processed, including any commodity or product derived from livestock labeled “organic” must be in compliance with the national organic standards. The word “organic” on products for sale in the U.S. means that the ingredients and production methods have been verified by a USDA-accredited certification agency as meeting USDA standards for organic production.

The USDA standards, as mandated by the Organic Foods Production Act of 1990, were developed and are administered by USDA’s National Organic Program (NOP). Essentially, the standards offer a uniform national definition for the term “organic.” They detail the methods, practices, and substances that can be used in producing and handling organic crops and livestock, as well as processed products, and establish clear organic labeling criteria. They specifically prohibit the use of toxic synthetic pesticides and fertilizers, genetic engineering methods, ionizing radiation, and sewage sludge for fertilization. The standards also regulate the entry of products labeled “organic” into the United States from other countries. In the future, the NOP may engage in additional rule making to clarify the application of the existing regulations to specific products, classes of products, or production systems.

The regulation of the term “organic” in the commercial sector has many implications for those who market and sell organic food and non-food products in the U.S. or internationally. Specifically, the rule addresses:

- ◆ Packaging labels denoting product with 100 percent organic ingredients, product with 95-100 percent organic ingredients, product made with at least 70 percent organic ingredients, and product with less than 70 percent organic ingredients
- ◆ Packaging labels for product being exported from the U.S.
- ◆ Use of an official USDA “certified organic” seal

- ◆ Private and State agents who may certify organic product

Standards for processing, handling and labeling organic products include all steps in the process, including the receiving of organic raw materials, processing aids and ingredients, packaging materials and labeling, as well as cleaning methods, waste disposal, and pest management at processing facilities. Each step in the process may be reviewed by a USDA-approved agent. Certification includes important record-keeping requirements that enable verification of all the steps taken in the organic production process:

- ◆ Clear documentation of the methods and materials used in production
- ◆ A paper trail tracing a product back to its production site, in order to verify the methods and materials used in its production

The Market for Organic Products. Upon the announcement of the final USDA National Organic Standards, the Organic Trade Association (OTA) declared that the new rule would “strengthen consumer confidence in U.S. organic products both domestically and internationally.” OTA’s Katherine DiMatteo added, “Not only will U.S. consumers benefit, but U.S. trading partners will have the reassurance that products certified as organic have met strict criteria and certification agents have been approved by USDA. Organic agriculture is here to stay, and will continue to contribute to the growth of family farms, to the U.S. economy, and to a safer environment worldwide...” [OTA Press Release, December 2000, <http://www.ota.com/news/press/65.html>] Here are some market and trade statistics from recent reports and surveys.

Highlights from the *Organic Trade Association 2004 Manufacturer Survey* (<http://www.ota.com/pics/documents/2004SurveyOverview.pdf>):

- ◆ “The U.S. organic industry grew 20% to reach \$10.8 billion in consumer sales in 2003. Organic foods, by far the largest and most clearly defined part of the organic industry, grew 20.4% in 2003 and accounted for \$10.38 billion in consumer sales (1.9% of total U.S. food sales).
- ◆ “Combined with the largest natural food chains (Whole Foods Market and Wild Oats) the entire natural foods/specialty retail channel still represented the largest portion of U.S. organic sales at 47% in 2003. The mass market channel, which includes supermarkets, grocery stores, mass merchandisers and club stores, accounted for 44% of sales in 2003, with direct sales through farmer’s markets and co-ops, food service and exports making up the remaining 9%.
- ◆ “Fruit and vegetables account for by far the largest portion of sales at 42%. Larger, more established categories dairy, breads and grains, beverages, fruit and vegetables, and packaged/prepared foods grew at more modest rates in 2003 than the smaller, less established categories snack foods and meat and poultry. Overall respondents forecasted an average annual growth rate of 18% for 2004-2008.”

Highlights from *Natural Grocery Buyer* “Statshots” (http://www.newhope.com/naturalcategorybuyer/ngb_backs_toc.cfm):

- ◆ “Consumer awareness of organic foods has grown to the point that 90 percent of the population reports they have heard of organics. In 2004, organic food and beverage sales were \$10.9 billion, an increase of 18 percent from 2003.” [Data from Natural Marketing Institute as reported by *Natural Grocery Buyer*, Summer 2005]
- ◆ “Sales of organic foods and beverages through mainstream food, drug and mass merchant channels increased 88 percent between 2001 and 2004. The majority of this growth took place in supermarkets. During the same period, natural foods store sales rose by 71 percent, fueled by the growth of Whole Foods and Wild Oats.” [Data from Mintel International as reported by *Natural Grocery Buyer*, Summer 2005]
- ◆ “Half of American shoppers bought some organic foods in the past six months, and another 15 percent are likely to buy them but are not yet doing so. Sales growth is likely to come from current organic-food shoppers, as 62 percent of them are likely to buy new organic products, compared with 30 percent of shoppers who are not currently buying organic foods. Organic fruits and vegetables are the leading food category, with 37 percent of shoppers purchasing these items. Other popular organic food categories are packaged foods (24 percent have purchased), dairy (22 percent), cereals/breads/pastas (22 percent) and meat/poultry (17 percent)... 31 percent of shoppers notice the U.S. Department of Agriculture organic seal on

food products, and 31 percent say they would be more likely to buy a product with this seal on the label.” [Data from *Shopping for Health 2003*, Food Marketing Institute (FMI), Rodale and Prevention as reported by *Natural Grocery Buyer*, Spring 2004]

Highlights from *U.S. Market Profile for Organic Food Products*, by James M. Tringe, USDA, Foreign Agricultural Service (FAS), February 2005 (<http://www.fas.usda.gov/agx/organics/USMarketProfileOrganicFoodFeb2005.pdf>):

- ◆ “In 2002 the value of U.S. organic food product exports was estimated at between \$125 million and \$250 million.
- ◆ “According to industry data, the value of organic food exported to Canada was between \$75 million and \$150 million, and the value of organic food exported to other destinations was between \$50 million and \$100 million. Major organic exports include soybeans, food ingredients, fruit juices, frozen vegetables and dried fruit. Government sources indicate that organic processed foods make up the majority of organic products exported to Canada.
- ◆ “Limited analysis suggests that a smaller percentage of total production of organic produce is being exported than conventional produce, as U.S. organic production struggles to keep pace with domestic demand.
- ◆ “Canada, a partner in the North American Free Trade Agreement (NAFTA) with the U.S. and Mexico, is, by far, the largest market for U.S. organic exports. Ag Canada estimated that two-thirds of Canada’s consumption of organics comes from imports, and USDA estimated in 1997 that 85 percent to 90 percent of Canada’s organic imports were from the U.S.
- ◆ “After Canada, the top destinations for U.S. organic exports over the past five years have been Japan, the European Union, Taiwan, South Korea, New Zealand and Australia.
- ◆ “Consumers, worldwide, are increasingly aware of organic labeling, so having the proper label for the export destination is an important marketing consideration.”

Highlights from *Price Premiums Hold on as U.S. Organic Produce Market Expands*, by Lydia Oberholtzer, Carolyn Dimitri, and Catherine Greene, USDA, Economic Research Service (ERS), May 2005 (<http://www.ers.usda.gov/Publications/vgs/may05/VGS30801/>):

- ◆ “Overall, fruit and vegetable farms made up just 6 percent of U.S. certified organic acreage in 2001, the most recent year such data are available (Greene and Kremen, 2003). In 2001, approximately 71,600 vegetable acres were certified organic, accounting for 1.6 percent of the total U.S. vegetable acreage in 2001. Approximately a third of the organic certified vegetable acreage was planted to lettuce, tomatoes, or carrots, and the rest was for other mixed vegetable acreage, other vegetable crops, and vegetable acreage that could not be classified. Nearly 5 percent of the total U.S. lettuce acreage was managed under certified organic farming systems in 2001, and nearly 4 percent of carrot acreage and 1 percent of tomato acreage was certified organic.
- ◆ “Certified organic fruit and tree nut acreage totaled about 55,675 acres (49,790 acres in fruits and 5,883 acres in tree nuts), accounting for approximately 1.3 percent of total U.S. fruit and tree nut acreage (Greene and Kremen, 2003). Organic grapes accounted for 29 percent of the acreage certified, followed by apples (24 percent) and citrus (20 percent); 27 percent of the total was unclassified. The unclassified category included a substantial amount of berries and stone fruits.
- ◆ “Broccoli, carrots, and mesclun mix are the most consistently reported organic commodities... Over the period 2000-04, organic price premiums were higher for both broccoli and carrots at the wholesale level than at the farmgate level... Mesclun mix showed a markedly lower wholesale price premium than the other commodities studied, ranging from -10 percent to 18 percent quarterly over the last 5 years.
- ◆ “Price premiums for organic products have contributed to growth in certified organic farmland and, ultimately, market expansion. Fresh produce is a significant contributor to the organic industry’s growth over the last decade.
- ◆ “If supply begins growing faster than demand, price premiums and profitability will decline. At the same time, as the price differential between organically and conventionally grown products diminishes, more consumers are likely to purchase organic food. Relative changes of supply and demand will help determine whether price premiums and higher profitability will continue for organic farmers and businesses.”

Highlights from *Final Results of the Fourth National Organic Farmers' Survey: Sustaining Organic Farms in a Changing Organic Marketplace*, by Erica Walz (Survey conducted in 2002). Organic Farming Research Foundation (OFRF), 2004 (<http://www.ofrf.org/publications/survey/Final.Results.Fourth.NOF.Survey.FastView.pdf>):

- ◆ “44% of OFRF survey respondents said that markets for their organic products are expanding.
- ◆ “20% say they’ve experienced expansion in their organic farm product markets by 20% or more.
- ◆ “78% of respondents indicated that prices for organic products are holding steady or are increasing.
- ◆ “More than 70% of respondents indicated that they obtain organic price premiums on more than half of the products they sell, with 41% saying that they obtain product premiums on every organic product that they market.”

Future Issues and Trends. Forecasts for growth in the organic sector are optimistic, with reports citing a continued annual 18 - 20% growth rate for most product categories over the next several years.* Marketing trends and issues, and the parallel world of information resources, will continue to evolve. Aside from supporting increased sales and market share for organic products, the USDA standards and accompanying government rule making will continue to have other, associated consequences. Trends/topics to watch:

- ◆ Continued efforts to harmonize standards with other countries along with increased import and export of organic products;
- ◆ Movement of small producers toward cooperatives and cooperative marketing, and to alternative, less costly product certification;
- ◆ Status of organic price premiums as organic products become more plentiful and available;
- ◆ Consumer interest in organic snack foods, prepared foods and meat;
- ◆ Growth in the market/demand for organic ingredients;
- ◆ Discussion and rulemaking regarding organic animal feed and care, organic pet food, aquaculture and wild-caught fish, and non-food commodities including personal and home care products;
- ◆ Increased development and availability of domestic and international market data pertinent to the organic marketplace.

**Organic Trade Association 2004 Manufacturer Survey*, OTA, 2004

(<http://www.ota.com/pics/documents/2004SurveyOverview.pdf>); and *The U.S. Market for Organic Food and Beverages: The Mainstreaming of a Trend*, Packaged Facts, November 1, 2004.

Disclaimers

This publication is not intended as a definitive guide to the Federal rule’s marketing provisions or to developing a fail-proof business or marketing plan. Although we have tried to provide the most current and correct information available, the Alternative Farming Systems Information Center does not assume any legal liability or responsibility for the accuracy or completeness of the information resources presented.

Internet links to people, Web sites and documents change constantly; the links in this document were checked and accessed successfully in August 2005.

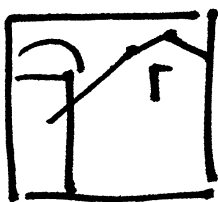
For more information about specific aspects of the Federal organic standards and their administration, please contact a USDA-approved certifying agent or the USDA’s National Organic Program, <http://www.ams.usda.gov/nop/>, phone 202-720-3252, fax 202-205-7808, e-mail: NOP.Webmaster@usda.gov; or write USDA-AMS-TM-NOP, Room 4008 South Building, 1400 Independence, SW, Washington DC 20250-0020.

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A PDF version of this publication is available at the AFSIC Web site:

http://www.nal.usda.gov/afsic/AFSIC_pubs/srb0301.pdf



Organic Agricultural Products: Marketing and Trade Resources

II. Regulations, Laws and Legislation

About this chapter: This chapter focuses on regulatory text and agencies involved with organic production, handling, marketing and trade. Although they often overlap, U.S. and international applications are handled in separate subsections. Organic agricultural products are also subject to general food labeling and marketing regulations; thus, we have included selected agencies and resources that handle conventionally produced agricultural products. This list of agencies and regulatory-related issues is not comprehensive. Furthermore, laws and regulations are not static, but are constantly evolving. *A thorough search for relevant regulations and laws is a must before undertaking any commercial marketing enterprise.*

Part A: U.S. Marketing: Laws and Regulations

Federal Laws and Regulations

1. National Organic Program (NOP). USDA, Agricultural Marketing Service (AMS).

Program Manager. Room 4008 - South Building, 1400 Independence Avenue, SW, Washington DC 20250-0020; 202-720-3252; fax 202-205-7808.

Homepage: <http://www.ams.usda.gov/nop/> (accessed 8/8/05)

Description: The Organic Foods Production Act (OFPA) of 1990 requires the U.S. Department of Agriculture (USDA) to develop and maintain national standards for organically produced agricultural products to assure consumers that agricultural products marketed as organic meet consistent, uniform standards. The OFPA and the National Organic Program (NOP) regulations require that agricultural products labeled as organic originate from farms or handling operations certified by a State or private entity that has been accredited by USDA. NOP standards were implemented in October 2002.

2. National Organic Program Regulatory Text.

Note: CFR Title 7, Chapter I, Agricultural Marketing Service (Standards, Inspections, Marketing Practices), Department of Agriculture, Part 205 (as authorized under the Organic Foods Production Act of 1990, as amended).

Text with Preambles from NOP: <http://www.ams.usda.gov/nop/NOP/standards.html> (This site includes French, Japanese and Spanish translations of the text) (accessed 8/8/05)

Text from the *Federal Code* (as of January 2003): http://www.access.gpo.gov/nara/cfr/waisidx_03/7cfr205_03.html (accessed 8/8/05)

Text from *Federal Register* (December 21, 2000), Volume 65, Number 246 pp. 80547-80684:

http://www.access.gpo.gov/su_docs/fedreg/a001221c.html (Go to "Agricultural Marketing Services") (accessed 8/8/05)

3. Information for Producers, Handlers, Processors and Retailers.

URL: <http://www.ams.usda.gov/nop/ProdHandlers/ProdHandhome.html> (accessed 8/8/05)

Description: Includes How Retail Food Establishments Can Comply with National Organic Program Regulations; Labeling Alcoholic Beverage Containers; Labeling Packaged Products; Questions and Answers; and related fact sheets.

4. Questions and Answers.

URL: <http://www.ams.usda.gov/nop/Q&A.html> (accessed 8/8/05)

5. Accredited Certifying Agents.

URL: <http://www.ams.usda.gov/nop/CertifyingAgents/Accredited.html> (accessed 8/8/05)

Description: Domestic Accredited Certifying Agents by State (including State Departments of Agriculture); and Foreign Accredited Certifying Agents, Alphabetical by First Letter of the Country.

6. *National List Information.*

URL: <http://www.ams.usda.gov/nop/NationalList/ListHome.html> (accessed 8/8/05)

Description: “The Organic Foods Production Act of 1990 requires the Secretary of Agriculture to establish a National List of Allowed and Prohibited Substances which identifies synthetic substances that may be used, and the nonsynthetic substances that cannot be used, in organic production and handling operations.” [Web site] Includes The National List in the Final Rule (as amended 11/03/03); Proposed Amendments to the National List and Comments; Filing a Petition; Petitioned Substances Database; Database on National Organic Standards Board (NOSB) Recommendations for Materials Considered for Use in Organic Agricultural Production and Handling; and Final Amendments to the National List. For information about the Sunset Review provision for the National List, see Appendix D.

7. *State and Cost Share Information.*

URL: <http://www.ams.usda.gov/nop/StatePrograms/Statehome.html> (accessed 8/8/05)

Description: Funds are available under this program to assist organic crop and livestock producers certified by the Department of Agriculture (USDA) accredited certifying agents to the National Organic Program (NOP). States eligible to participate in the USDA’s organic certification cost-share program are Connecticut, Delaware, Maine, Maryland, Massachusetts, Nevada, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Utah, Vermont, West Virginia, and Wyoming. To qualify for reimbursement under the USDA’s organic certification cost-share program, an organic production operation must have been certified on or after December 21, 2000.

8. *Organic Exemption: Exemption of Organic Handlers From Assessments for Market Promotion Activities Under Marketing Order Programs.*

URL: <http://www.ams.usda.gov/fv/mocommodities/marketingorderorganicexemption.htm> (accessed 8/8/05)

Description: Information and links regarding the 2002 Farm Bill directive. “This rule implements the provisions of section 10607 of the 2002 Farm Bill and exempts handlers subject to marketing order requirements from paying assessments for market promotion activities, including paid advertising, to marketing order committees and boards. To obtain an exemption, the handler must operate under an approved organic process system plan authorized by the National Organic Program (NOP), and handle or market only products that are eligible for a 100 percent organic product label under the NOP. The Agricultural Marketing Service (AMS), that oversees and works with the committees and boards in administering the programs, has identified 28 marketing order programs for which assessment exemptions may be established. A separate final rule to exempt any person producing and marketing solely 100 percent organic products from paying assessments to any national research and promotion program administered by AMS also is being published in today’s *Federal Register*.” Effective February 14, 2005. [*Federal Register*, January 14, 2005, Volume 70, Number 10, Rules and Regulations, page 2763-2771].

9. *Policy Statements.*

URL: <http://www.ams.usda.gov/nop/NOP/PolicyStatements.htm> (accessed 8/8/05)

Description: Recent statements include: USDA Response to NOSB Feedback on Issue Statements: Fishmeal, Inerts, Antibiotics, and Scope of Authority; Certification of Non-NOP Agricultural Products; Letters; Origin of Livestock Guidance; Apiculture, Greenhouse, and Mushroom Products; Access to the Outdoors for Livestock; and Conflict of Interest. “Information previously found under Policy Statements that is not listed on this page, can now be accessed in the Questions and Answers section of the NOP Web site.” [Web site]

10. *Arthur Harvey, Plaintiff, v. Mike Johanns, Secretary of Agriculture, Defendant: Consent Final Judgment and Order.*

U.S. District Court for the District of Maine, June 9, 2005. 4p. *Note:* Civil No. 02-216-P-H.

Full text: http://www.ams.usda.gov/nop/Newsroom/06_05HarveyCase.pdf (accessed 8/8/05)

11. *Today’s News.*

URL: <http://www.ams.usda.gov/nop/TodaysNews.html> (accessed 8/8/05)

Description: Lists updates to the NOP and NOSB sites within the most recent four month period. Updates posted more than four months ago can be found in the NOP Today’s News Archive.

12. *National Organic Standards Board (NOSB).*

Homepage: <http://www.ams.usda.gov/nosb/> (accessed 8/8/05)

Description: “The Organic Foods Production Act of 1990, part of the 1990 Farm Bill, authorized the Secretary of Agriculture to appoint a 15-member National Organic Standards Board (NOSB). The board’s main mission is to assist the Secretary in developing standards for substances to be used in organic production. The NOSB also advises the Secretary on other aspects of implementing the national organic program.” [Web site] Recommendations made by the NOSB are not official policy until

they are approved and adopted by USDA. Includes member contact directory, meeting schedule, meeting and conference call archives, NOSB recommendations, and Aquatic Animals Task Force information.

13. *Organic Foods Production Act of 1990 (OFPA)*. 20p.

Full text as posted by Senate Committee on Agriculture, Nutrition and Forestry:

<http://agriculture.senate.gov/Legislation/Compilations/AgMisc/OGFP90.pdf> (accessed 8/8/05)

Description: Title XXI of the Food, Agriculture, Conservation, and Trade Act of 1990 (Public Law 101 624), as Amended through Public Law 108 199, Jan. 23, 2004.

14. *Reading Room: National Organic Program*. National Agricultural Law Center.

URL: <http://www.nationalaglawcenter.org/readingrooms/organicprogram/> (accessed 8/8/05)

Description: Site provides information about and links to NOP Overview, Major Statutes, Regulations, Case Law, Administrative Law Decisions, Reference Resources and Center Research Publications.

15. *Organic Materials Review Institute (OMRI)*.

Homepage: <http://www.omri.org/> (accessed 8/8/05)

Description: OMRI's "primary mission is to publish and disseminate generic and specific (brand name) lists of materials allowed and prohibited for use in the production, processing, and handling of organic food and fiber. OMRI also conducts scientific research and education on the use of materials by the organic industry." [Web site]

16. *Labeling of Pesticide Products under the National Organic Program*. Environmental Protection Agency (EPA).

URL: <http://www.epa.gov/oppbppd1/biopesticides/regtools/organic-pr-notice.htm> (accessed 8/8/05)

Description: Pesticide Registration (PR) Notice 2003-1. Notice to Manufacturers, Formulators, Producers and Registrants of Pesticide Products. "This notice describes how registrants can obtain Environmental Protection Agency (EPA) approval of label language indicating that all ingredients (active and inert) in a pesticide product and all uses of that pesticide meet the criteria defined in the United States Department of Agriculture's (USDA) National Organic Program (NOP) Rule." [Web site]

17. *Alcohol Beverages Labeled with Organic Claims*. U.S. Department of the Treasury Alcohol and Tobacco Tax and Trade Bureau (TTB).

URL: http://www.ttb.gov/alfd/alfd_organic.html (accessed 8/8/05)

Description: U.S. Department of Agriculture rules "provide new standards for the production, handling, processing, labeling and marketing of products labeled with organic claims. While these rules were not written or implemented by the Alcohol and Tobacco Tax and Trade Bureau (TTB), they do apply to alcohol beverages. For this reason, TTB has worked closely with the USDA to ensure that the alcohol beverage industry has been provided with current and accurate information regarding organic claims on labels. This Web site and the resources catalogued within are designed to provide you with the most up-to-date information on organic claims on alcohol beverage labels." [Web site]

18. *Frequently Asked Questions - Organic Alcohol*. Note: Revised 6/27/05.

URL: <http://www.ttb.gov/alcohol/info/faq/index.htm#oa> (accessed 8/8/05)

19. *Basic Provisions, Federal Crop Insurance Reform, Insurance Implementation, Regulations for the 1999 and Subsequent Reinsurance Years; Group Risk Plan of Insurance Regulations for the 2001 and Succeeding Crop Years; and the Common Crop Insurance Regulations - Final Rule*. USDA, Risk Management Agency (RMA). Note: Federal Register, June 25, 2003, as posted by USDA RMA.

Full text: <http://www.rma.usda.gov/regs/03basicprovisions.pdf> (accessed 8/8/05)

Description: "The Agricultural Risk Protection Act of 2000 (ARPA) provides that organic farming practices be recognized as good farming practices. Prior to this ruling, crop insurance policies may not have covered production losses when organic insect, disease, and/or weed control measures were used and such measures were not effective." [Web site]

20. *USDA Sets Guidelines to Provide Crop Insurance for Organic Farming Practices*. 2003. Note: Publication from RMA, Raleigh Regional Office.

Full text: <http://www.ces.ncsu.edu/chatham/ag/SustAg/04Organicinsurance.pdf> (accessed 8/8/05)

21. *Congressional Caucus on Organic Agriculture*. Note: Information posted by Organic Farming Research Foundation (OFRF).

URL: <http://www.ofrf.org/policy/OrganicCaucusInfo/index.html> (accessed 8/8/05)

Description: "The Organic Caucus is a bipartisan association of congressional members dedicated to enhancing the availability and understanding of information related to the production and processing of organic agricultural products. The

caucus shall serve the public interest through the promotion of sound policies that advance organic production and marketing.” [Mission statement] Information, meeting agendas and current membership included on the site.

Selected Background Documents about U.S. Standards

Documents cited in this section are reflective of current and historic issues relevant to rulemaking and regulation since passage of the Organic Food Production Act of 1990.

22. **About Organic.** (Frequently Asked Questions About Organic Farming) Organic Farming Research Foundation (OFRF), 2000. Full text: http://www.ofrf.org/general/about_organic/ (accessed 8/8/05)

23. **Agricultural Biotechnology and Organic Agriculture: National Organic Standards, Labeling and Second-generation of GM Products**, by Konstantinos Giannakas and Amalia Yiannaka. American Agricultural Economics Association, 2003. 28p. *Note:* Selected Paper, Annual Meeting, July 27-30, 2003, Montreal, Canada. Full text: http://agecon.lib.umn.edu/cgi-bin/pdf_view.pl?paperid=9177&ftype=.pdf (accessed 8/8/05)

24. **“AHPA Files Comments with USDA: Opposes Disenfranchisement of Herbal Products from National Organic Program.”** *American Herbal Products Association (AHPA) Update* (May 27, 2004). Full text: http://www.ahpa.org/pr_040527.htm (accessed 8/8/05)

25. **Comparative Analysis of the United States National Organic Program (7 CFR 205) and the European Union Organic Legislation (EEC 2092/91) and Amendments**, by Sustainable Strategies Advisors in Food and Agriculture. Organic Trade Association (OTA), 2002. 106p. *Note:* Prepared for the Organic Trade Association. Summary available at: http://www.ota.com/standards/other/eu_us.html (accessed 8/8/05). Full text: <http://www.ota.com/pics/documents/NOPEUnifiedreport.pdf> (accessed 8/8/05)

26. **“Consumer Preferences for Organic Standards: Does the Final Rule Reflect Them?”** by David S. Conner. *Journal of Sustainable Agriculture* 23, no. 3 (2004): 125-143. Information/abstract only: <https://www.haworthpress.com/store/ArticleAbstract.asp?sid=28J7CGHRECAG9HTJRUAUDV7JLT929B1E&ID=41954> (accessed 8/8/05)

27. **“Cosmetics Issue Heats Up.”** *The Inspectors’ Report* 12, no. 3 (Fall 2003): 16-17. Full text: <http://www.ioia.net/images/v12n3part2.pdf> (accessed 8/8/05)

28. **“Court Redefines What is ‘Organic’,”** by Laurie Budgar. *Natural Foods Merchandiser* (March 2005). Full text: <http://www.naturalfoodsmerchandiser.com/ASP/articleDisplay.asp?strArticleId=1346&strSite=NFMSITE&Screen=CURRENTPRODUCTS&strPage=1> (accessed 8/8/05)

29. **ERS Analysis - Farm Bill (2002), Title VII - Organic Agriculture Provisions.** USDA, Economic Research Service (ERS), 2002. Full text: <http://www.ers.usda.gov/Features/farmbill/analysis/organicagriculture.htm> (accessed 8/8/05)

30. **“Federal Court Requires Stricter Organic Rules on Synthetics, Non-Organic Ingredients, and Dairy Feed,”** In *Analysis of the Decision on January 26, 2005, by U.S. Court of Appeals for First Circuit, Boston Massachusetts, in Case of Arthur Harvey v. Ann Veneman, Secretary of Agriculture, No. 04-1379.* Organic Trade Association (OTA), 2005. Full text as reprinted by Organic Consumers Association: <http://www.organicconsumers.org/organic/harvey012805.cfm> (accessed 8/8/05)

31. **“Harvey v. Veneman’s Spectre of Unintended Consequences Roils Organic Waters,”** by Dan Sullivan. *New Farm* (March 31, 2005). Full text: http://www.newfarm.org/columns/org_news/2005/0405/harvey.shtml (accessed 8/8/05)

32. ***The History of Organic Foods Regulation***. Environmental Media Services, 2001.
Full text: <http://www.ems.org/organics/timeline.html> (accessed 8/8/05)
33. “**Implications of Organic Certification for Market Structure and Trade**,” by Luanne Lohr. *American Journal of Agricultural Economics* 80, no. 5 (1998): 1125-1133.
34. “**International Harmonisation of Organic Standards and Guarantee Systems**,” by Diana Bowen. In *Organic Agriculture: Sustainability Markets and Policies, OECD Workshop on Organic Agriculture, Washington DC, September 23-24*, 199-200. CABI Publishing/Organization for Economic Co-operation and Development (OECD), 2003.
Full text: <http://www1.oecd.org/publications/e-book/5103071E.PDF> (accessed 8/8/05)
35. ***A Legal Guide to the National Organic Program***, by Harrison M. Pittman. National Agricultural Law Center, 2004. 64p.
Full text: http://www.nationalaglawcenter.org/assets/articles/pittman_organicprogram.pdf (accessed 8/8/05)
Description: “This article examines the legal aspects of NOP. It focuses on the requirements set forth in the final rule and OFPA. This article is intended to be helpful for lawyers and non-lawyers alike who are interested or involved with organic production and handling.” [Web site]
36. “**The Legal Lowdown on the Organic Rule**,” by Susan D. Brienza. *Natural Foods Merchandiser* 23, no. 10 (October 2002): 44, 46.
Full text: <http://www.naturalfoodsm merchandiser.com/ASP/654/Display-Article> (accessed 8/8/05)
37. “**National Organic Program Background**,” by Sean L. Swezey. In *Organic Farming Compliance Handbook: A Resource Guide for Western Region Agricultural Professionals*, by Brian Baker et al. University of California, Sustainable Agriculture Research and Education Program (SAREP), 2005.
Full text: <http://www.sarep.ucdavis.edu/organic/complianceguide/national1.pdf> (accessed 8/8/05)
38. ***National Organic Program: History and Background***. USDA, National Organic Program (NOP), 2002.
Full text: <http://www.ams.usda.gov/nop/Consumers/background.html> (accessed 8/8/05)
39. “**The National Organic Program (NOP): What Agricultural Professionals Need to Know**,” In *Organic Farming Compliance Handbook: A Resource Guide for Western Region Agricultural Professionals*, by Brian Baker et al. University of California, Sustainable Agriculture Research and Education Program (SAREP), 2005.
Full text: <http://www.sarep.ucdavis.edu/organic/complianceguide/national2.pdf> (accessed 8/8/05)
40. ***National Organic Rules Backgrounder: Implementing the Organic Foods Production Act***. Organic Trade Association (OTA).
Full text: <http://www.ota.com/standards/nop/norb.html> (accessed 8/8/05)
41. ***National Organic Standards - Key Points***. Organic Trade Association (OTA), 2000.
Full text: <http://www.ota.com/standards/nop/keypoints.html> (accessed 8/8/05)
42. “**NOP Violates Organic Rule, Court Says**,” by Laurie Budgar. *Natural Foods Merchandiser* (February 2005).
Full text: <http://www.naturalfoodsm merchandiser.com/ASP/articleDisplay.asp?strArticleId=1310&strSite=NFM Site> (accessed 8/8/05)
43. ***One Year After USDA Organic Standards are Enacted More Americans are Consuming Organic Food***, by Michael Duffield. (Press Release) Whole Foods Market, October 14, 2003.
Full text: http://www.wholefoods.com/company/pr_10-14-03.html (accessed 8/8/05)
Description: Figures from 2003 *Whole Foods Market Organic Foods Trend Tracker*.
44. “**Organic Dilemma: What Rules Personal Care?**” by Mitchell Clute. *Natural Foods Merchandiser* 26, no. 2 (February 2005): 36.
Full text:
<http://www.naturalfoodsm merchandiser.com/ASP/articleDisplay.asp?strArticleId=1285&strSite=NFMSITE&Screen=CURRENTISSUE> (accessed 8/8/05)

45. ***Organic Foods and the Proposed Federal Certification and Labeling Program***, by Jean M. Rawson. Congressional Research Service, 1998.
Full text: <http://www.ncseonline.org/NLE/CRSreports/Agriculture/ag-54.cfm> (accessed 8/8/05)
Description: Report produced by the Congressional Research Service, a branch of the Library of Congress providing nonpartisan research reports to members of the House and Senate.
46. **“Organic Industry Roots Run Deep,”** by Ken Mergentime. *Natural Foods Merchandiser’s Organic Times* (1994).
47. **“‘Organic’ Milk Needs a Pasture,”** by Elizabeth Weise. *USA Today* (March 9, 2005).
Full-text: http://www.usatoday.com/news/health/2005-03-08-cows_x.htm (accessed 8/8/05)
48. ***Organic Personal Care Update***, by Darrin C. Duber-Smith. NPI International, 2005.
Full-text: <http://www.npicenter.com/anm/templates/newsATemp.aspx?articleid=12521&zoneid=43> (accessed 8/8/05)
49. ***Organic Producers and Marketers Exempted from Commodity Promotion Assessments***. (AMS News, 276-04) USDA, Agricultural Marketing Service (AMS), January 13, 2005.
Full text: <http://www.ams.usda.gov/news/276-04.htm> (accessed 8/8/05)
50. **“Organic Standards: By Whom and for Whom?”** by W. Lockeretz and V. Lund. In *Socio-economic Aspects of Animal Health and Food Safety in Organic Farming Systems. Proceedings of the 1st SAFO Workshop, Florence, Italy, 5-7 September 2003*, 201-210. 2003.
Full text (go to p. 201): http://www.safonetwork.org/publications/ws1/wp1pub/ws1_pro.pdf (accessed 8/8/05)
51. ***Organic Trade Association Adopts Organic Fiber Processing Standards***. (OTA Press Release) Organic Trade Association, February 23, 2004.
Full text: <http://www.ota.com/news/press/130.html> (accessed 8/8/05)
52. ***Organic Trade Association Works to Address Issues Raised Concerning National Organic Standards***. (OTA Press Release) Organic Trade Association, January 2005.
Full text: <http://www.ota.com/news/press/163.html> (accessed 8/8/05)
Description: Regarding Harvey v. Veneman lawsuit.
53. ***OTA Calls Audit of National Organic Program’s Accreditation Program a Good ‘First Step’***. (OTA Press Release) Organic Trade Association, January 2005.
Full text: <http://www.ota.com/news/press/160.html> (accessed 8/8/05)
54. ***Personal Care Task Force Fact Sheet***. Organic Trade Association (OTA), Quality Assurance Committee, 2004.
Full text: <http://www.ota.com/PersonalCareFact.html> (accessed 8/8/05)
55. **“Plot Thickens in NOP Challenge,”** by Lisa Everitt. *Natural Foods Merchandiser* (March 2005).
Full text: <http://www.naturalfoodsm merchandiser.com/asp/articleDisplay.asp?strArticleId=1374&strSite=NFM Site> (accessed 8/8/05)
56. **“Retailers Ready for the National Organic Program,”** by Mark King. *Natural Foods Merchandiser* 23, no. 1 (January 2002): 1, 5. *Note*: First of a 10-part series “outlining how the program will change the way business is done up and down the organic supply chain.”
Full text: <http://www.naturalfoodsm merchandiser.com/ASP/249/Display-Article> (accessed 8/8/05)
57. **“The Role of Government Standards and Market Facilitation,”** by Kathleen Merrigan. In *Organic Agriculture: Sustainability Markets and Policies, OECD Workshop on Organic Agriculture, Washington DC, September 23-24*, 277-28. CABI Publishing/Organization for Economic Co-operation and Development (OECD), 2003.
Full text: <http://www1.oecd.org/publications/e-book/5103071E.PDF> (accessed 8/8/05)
58. ***Sec. Johann’s Replies to Sen. Leahy’s Follow-up (written) Questions on Organic***. Organic Trade Association (OTA), 2005.
Full text: <http://www.ota.com/pp/usregulatory/Johanns-Leahy.html> (accessed 8/8/05)

Description: Secretary Johann's Confirmation Hearing, Questions 7-14, submitted January 6, 2005, responses received January 19, 2005.

59. **"Transforming Organic Agriculture into Industrial Organic Products: Reconsidering National Organic Standards,"** by Laura G. DeLind. *Human Organization* 59, no. 2 (2000): 198-208.
Information/abstract only (go to seventh entry): <http://www.sfaa.net/ho/2000/summer2000.html> (accessed 8/8/05)

60. **"U.S. Congress Backs Organic Wild Fish Label; Stevens Adds Rider to War Spending Bill."** *AlaskaLegislature.com (Associated Press)* (April 16, 2003).
Full text: <http://alaskalegislature.com/stories/041603/organicfish.shtml> (accessed 8/8/05)

61. **"U.S. Food Quality Standards: Fix for Market Failure or Costly Anachronism?"** by Bruce Gardner. *American Journal of Agricultural Economics* 85, no. 3 (2003): 725-730.
Information/abstract only: <http://www.blackwell-synergy.com/links/doi/10.1111/1467-8276.00475/enhancedabs/> (accessed 8/8/05)

62. **"USDA-NOP Releases 4 New Organic Directives."** *OCIA Communicator* (January 2005): 4-5.
Full text: http://www.ocia.org/files/communicator/Jan_Feb_March_2005.pdf (accessed 8/8/05)

63. **"Variation in Organic Standards Prior to the National Organic Program,"** by T. Robert Fetter and Julie A. Caswell. *American Journal of Alternative Agriculture* 17, no. 2 (2002): 55-74.
Information/abstract only: <http://www.umass.edu/resec/newsnotes/mar01.html> (accessed 8/8/05)

64. **Veneman Marks Implementation of USDA National Organic Standards.** (News Release, 0453.02) USDA, October 21, 2002.
Full text: http://www.usda.gov/wps/portal/!ut/p/s.7_0_A/7_0_1OB/.cmd/ad/ar/sa.retrievecontent/c/6_2_1UH/.ce/7_2_5JM/p/5_2_4TQ/.d/4/th/J_2_9D/s.7_0_A/7_0_1OB?PC_7_2_5JM_contentid=2002%2F10%2F0453.html&PC_7_2_5JM_navtype=RT&PC_7_2_5JM_parentnav=LATEST_RELEASES&PC_7_2_5JM_navid=NEWS_RELEASE#7_2_5JM (accessed 8/8/05)

65. **Veneman Names Members to National Organic Standards Board.** (News Release, 0020.05) USDA, January 14, 2005.
Full text: http://www.usda.gov/wps/portal/!ut/p/s.7_0_A/7_0_1RD?printable=true&contentidonly=true&contentid=2005/01/0020.xml (accessed 8/8/05)

66. **"Who's Watching the USDA's Organic 'Henhouse',"** by Joe Mendelson. *Organic Farming Research Foundation Information Bulletin* 12 (Winter 2003): 1, 8.
Full text: <http://www.offf.org/publications/news/InfoBull12.pdf> (accessed 8/8/05)

State Laws and Regulations Pertinent to Marketing Organic Products

Some states may have laws and/or certification requirements that work in conjunction with USDA standards.

67. **Environmental Laws Affecting State Agriculture.** National Association of State Departments of Agriculture Research Foundation.
URL: <http://www.nasda.org/nasda/nasda/Foundation/state/states.htm> (accessed 8/8/05)

68. **State Marketing Profiles.** USDA, Agricultural Marketing Service (AMS).
URL: <http://www.ams.usda.gov/statesummaries/> (accessed 8/8/05)

Description: Information about accredited state organic agriculture certifiers and programs are included with each state profile.

69. **"Summaries of State Organic Laws/States without Organic Laws."** In *National Organic Directory*, 145-161. Community Alliance with Family Farmers, 2001. *Note:* This publication is no longer in print.

General Federal Food-related Labeling and Regulatory Programs and Information

Any organic handling, labeling or marketing scheme must address general commodity regulations as well as those specific to organic.

Selected Background Resources - U.S. Food Regulation and Labeling

70. "Food Laws and Regulations." In *Improving the Safety and Quality of Fresh Fruits and Vegetables: A Training Manual for Trainers, Section IV*. Joint Institute for Food Safety and Applied Nutrition/University of Maryland, 2002. *Note*: Also available in Spanish: "Leyes y Normativas Alimenticias, Sección IV"

http://www.jifsan.umd.edu/PDFs/GAPS_Espanol/SECCI_N_IV.pdf (accessed 8/8/05).

URL: http://www.jifsan.umd.edu/PDFs/GAPS_English/IV_Food_Laws_and_Regulation.pdf (accessed 8/8/05)

71. *Food Law and Regulations*. foodsafety.gov.

URL: <http://www.foodsafety.gov/~fsg/foodlaw.html> (accessed 8/8/05)

Description: Federal and International Web sites.

72. "The Kosher and Halal Food Laws," by J. M. Regenstein, M. M. Chaudry, and C. E. Regenstein. *Comprehensive Reviews in Food Science and Food Safety* 2 (2003): 111-127.

Full text: <http://members.ift.org/NR/rdonlyres/520D409F-032A-4E20-BDB5-8253EEF004C2/0/crfsfsv2n3p111127ms20030025.pdf> (accessed 8/8/05)

73. *Guide to Food Laws and Regulations*, by Patricia A Curtis. Blackwell Publishing, 2004.

Information/abstract only: <http://www.blackwellpublishing.com/book.asp?ref=0813819466&site=1> (accessed 8/8/05)

74. *Food Labeling Compliance Review*, by James L. Summers and Elizabeth J. Campbell. 3rd edition. Blackwell Publishing, 2003. 288p. *Note*: Available in book or searchable CD-ROM formats.

Information/abstract only: <http://store.blackwell-professional.com/0813800161.html> (accessed 8/8/05)

Description: "Text is composed of three essential parts: 1.) Introduction and how-to information, including the outline of a compliance review. 2.) Compliance step-by-step review procedure (in the form of questions and answers) for the food label reviewer to establish the degree to which a product's label complies with applicable laws and regulations. These sections also provide a basis for developing a label for prospective food products, as well as a foundation for responding to label deviations observed during the review. 3.) Guidance and information for decision making such as ready references, charts, illustrations, regulations, *Federal Register* indexes and tables of content for related publications." [Publisher's Web site]

75. *Food Safety: A Team Approach*. U.S. Food and Drug Administration (FDA).

URL: <http://www.cfsan.fda.gov/~lrd/foodteam.html> (accessed 8/8/05)

Description: Lists individual Federal agencies that provide ongoing food monitoring, their duties and how they work together.

76. *Code of Federal Regulations, Part 101 - Food Labeling, Title 21 - Food and Drugs, Chapter I - Food and Drug Administration, Department of Health and Human Services*. National Archives and Records Administration, 1999.

URL: http://www.access.gpo.gov/nara/cfr/waisidx_04/21cfr101_04.html (accessed 8/8/05)

77. *Food Quality Protection Act (FQPA) of 1996*. Environmental Protection Agency (EPA).

URL: <http://www.epa.gov/agriculture/lqpa.html> (accessed 8/8/05)

Description: "This law amends the two major pesticide laws: the Federal Insecticide, Fungicide, and Rodenticide Act (FIFRA) and the Federal Food, Drug, and Cosmetic Act (FFDCA)." FQPA establishes a "strong, health-based safety standard for pesticide residues in all foods. It uses 'a reasonable certainty of no harm' as the general safety standard." Site includes a summary of the FQPA and links to related information.

78. *Laws Enforced by the FDA and Related Statutes*.

URL: <http://www.fda.gov/opacom/laws/> (accessed 8/8/05)

Description: Links to regulatory text and related information for more than a dozen Federal laws handled, at least in part, by FDA.

79. *Perishable Agricultural Commodities Act (PACA)*. 1930.

Information site from USDA: <http://www.ams.usda.gov/fv/paca.htm> (accessed 8/8/05)

Description: “PACA fosters trading practices in the marketing of fresh and frozen fruits and vegetables in interstate and foreign commerce. It prohibits unfair and fraudulent practices and provides a means of enforcing contracts. Under the PACA, anyone buying or selling commercial quantities of fruit and vegetables must be licensed by the U.S. Department of Agriculture.” [Web site]

Selected U.S. Agencies with Food Regulatory Functions

This listing is not comprehensive. Complete research on rules relevant to commodity, purpose, jurisdiction, etc. is necessary for any business plan.

80. *USDA, Agricultural Marketing Service (AMS).*

Homepage: <http://www.ams.usda.gov/> (accessed 8/8/05)

Description: “The Agricultural Marketing Service includes six commodity programs - Cotton, Dairy, Fruit and Vegetable, Livestock and Seed, Poultry, and Tobacco. The programs employ specialists who provide standardization, grading and market news services for those commodities. They enforce such Federal Laws as the Perishable Agricultural Commodities Act and the Federal Seed Act. AMS commodity programs also oversee marketing agreements and orders, administer research and promotion programs, and purchase commodities for Federal food programs.” [Web site]

81. *Services and Programs.*

URL: <http://www.ams.usda.gov/progserv.htm> (accessed 8/8/05)

Description: Includes links to resources about Grading and Certification, Laboratory Services, Market Facilities, Market and Transportation Research, Shipper and Exporter Assistance, Quality Standards, Research and Promotion, Marketing Orders, and Food Quality Assurance.

82. *Country of Origin Labeling.*

URL: <http://www.ams.usda.gov/cool/> (accessed 8/8/05)

Description: “On May 13, 2002, President Bush signed into law the Farm Security and Rural Investment Act of 2002, more commonly known as the 2002 Farm Bill. One of its many initiatives requires country of origin labeling for beef, lamb, pork, fish, perishable agricultural commodities and peanuts. On January 27, 2004, President Bush signed Public Law 108-199 which delays the implementation of mandatory COOL for all covered commodities except wild and farm-raised fish and shellfish until September 30, 2006. As described in the legislation, program implementation is the responsibility of USDA’s Agricultural Marketing Service.” [Web site] Includes regulatory updates, press releases, guidelines and comments.

83. *Fresh Produce Audit Verification Program.*

URL: <http://www.ams.usda.gov/fv/fpbgapghp.htm> (accessed 8/8/05)

Description: “State departments of agriculture, with USDA’s assistance, are developing an audit-based program that is helping the U.S. produce industry verify voluntary adherence to the U.S. Food and Drug Administration’s *Guide to Minimize Microbial Food Safety Hazards for Fresh Fruits and Vegetables*.” [Web site] Includes information, audit sheets and a list of facilities that successfully passed verification audit.

84. *Livestock and Seed Program.*

URL: <http://www.ams.usda.gov/lsg/> (accessed 8/8/05)

Description: Includes links to Audit, Review, and Compliance Programs, Commodity Purchase Programs, Livestock and Grain Market News, Meat and Poultry Equipment Review Program, Meat Grading and Certification Branch and contact information for key personnel.

85. *Proposed Livestock and Meat Marketing Claims Standards.*

URL: <http://www.ams.usda.gov/lsg/stand/claim.htm> (accessed 8/8/05)

Description: USDA is proposing to establish minimum requirements for common production/marketing claims related to antibiotics, hormones and breed, and the terms free-range and grass-fed that may be used in voluntary USDA Certified or USDA Verified programs for the livestock and meat. “Standards will be established after further technical input is obtained from interested parties and an additional public comment period is conducted.” [AMS Press Release, 079-03, April 3, 2003] Links to 2002 proposal language and registered comments through March 2005.

86. Standardization Branch.

URL: <http://www.ams.usda.gov/lsg/lis-st.htm> (accessed 8/8/05)

Description: “Promulgates, and revises the official U.S. grade standards for wool, mohair, and live animals and carcasses from the red meat species. Standards and specifications form the basis of the Livestock and Seed Program’s meat grading and certification, market news, and Federal red meat procurement programs.” [Web site]

87. USDA, Animal and Plant Health Inspection Service (APHIS).

Homepage: <http://www.aphis.usda.gov/> (accessed 8/8/05)

Description: “APHIS is responsible for protecting and promoting U.S. agricultural health, administering the Animal Welfare Act, and carrying out wildlife damage management activities.” [Web site]

88. National Animal Identification System (NAIS).

URL: <http://animalid.aphis.usda.gov/naais/index.shtml> (accessed 8/8/05)

Description: “NAIS is a national program intended to identify specific animals in the United States and record their movement over their lifespans. It is being developed by the U.S. Department of Agriculture (USDA) and State agencies - in cooperation with industry - to enable 48-hour traceback of the movements of any diseased or exposed animal.” [Web site]

89. USDA, Agricultural Research Service (ARS), Nutrient Data Laboratory.

URL: <http://www.nal.usda.gov/fnic/foodcomp/> (accessed 8/8/05)

Description: Includes Searchable USDA Nutrient Database for Standard Reference, Release 17 (2004) and *Nutritive Value of Foods* (Home and Garden Bulletin no. 72), Reports by Single Nutrients, Special Interest Databases including “Flavonoids” and “Isoflavones,” Classic USDA Food Composition Publications, and a Glossary.

90. USDA Center for Nutrition Policy and Promotion.

Homepage: <http://www.usda.gov/cnpp/> (accessed 8/8/05)

Description: “Center staff help to define and coordinate nutrition education policy within USDA and to translate nutrition research into information and materials for consumers, policymakers, and professionals in health, education, industry, and media.” [Web site] The Center is an agency of USDA’s Food, Nutrition, and Consumer Services.

91. USDA, Food Safety and Inspection Service (FSIS) Regulations and Policies.

URL: http://www.fsis.usda.gov/Regulations_&Policies/index.asp (accessed 8/8/05)

Description: “The Food Safety and Inspection Service (FSIS) is the public health agency in the U.S. Department of Agriculture responsible for ensuring that the nation’s commercial supply of meat, poultry, and egg products is safe, wholesome, and correctly labeled and packaged.” [Web site]

92. Compliance Guides Index.

URL: http://www.fsis.usda.gov/FSIS_Employees/Compliance_Guides_Index/index.asp (accessed 8/8/05)

Description: Online guides include *Sanitation Performance Standards Compliance Guide* and *Compliance Guideline for Meat and Poultry Jerky Produced by Small and Very Small Plants*.

93. Food Labeling Fact Sheets.

URL: http://www.fsis.usda.gov/Fact_Sheets/Food_Labeling_Fact_Sheets/index.asp (accessed 8/8/05)

Description: Information regarding meat or poultry product labeling information including dating, “fresh,” additives and flavorings, etc..

94. Meat and Poultry Labeling Terms (Glossary).

URL: <http://www.fsis.usda.gov/OA/pubs/lablterm.htm> (accessed 8/8/05)

95. Outreach to Small and Very Small Plants.

URL: http://www.fsis.usda.gov/Science/Small_Very_Small_Plant_Outreach/index.asp (accessed 8/8/05)

Description: “HACCP Contacts and Coordinators provide technical advice, assistance, resources and conduct activities to support HACCP implementation in small and very small plants.” [Web site]

96. Packaging Materials.

URL: <http://www.fsis.usda.gov/Frame/FrameRedirect.asp?main=http://www.fsis.usda.gov/OPPDE/>

[larc/Packaging.htm](#) (accessed 8/8/05)

Description: “All packaging materials in direct contact with food must be safe for their intended use under the Federal Food, Drug and Cosmetic Act (FFDCA).” [Web site]

97. USDA Meat and Poultry Hotline.

Contact at: 800-535-4555 (toll free); TTY 1-800-256-7072.

98. U.S. Federal Trade Commission (FTC).

Homepage: <http://www.ftc.gov/> (accessed 8/8/05)

Description: “To ensure the smooth operation of our free market system, the FTC enforces Federal consumer protection laws that prevent fraud, deception and unfair business practices. The Commission also enforces Federal antitrust laws that prohibit anticompetitive mergers and other business practices that restrict competition and harm consumers. Whether combating telemarketing fraud, Internet scams or price-fixing schemes, the FTC’s primary mission is to protect consumers.” [Web site]

99. Enforcement Policy Statement on Food Advertising. May 1994.

URL: <http://www.ftc.gov/bcp/policystmt/ad-food.htm> (accessed 8/8/05)

Description: Focus on Nutrient Content and Health claims.

100. For Business.

URL: <http://www.ftc.gov/ftc/business.htm> (accessed 8/8/05)

Description: Links to online Business publications, Advertising Guidance, The Fair Packaging and Labeling Act, and Guides for the Use of Environmental Marketing Claims (Green Guides, under Energy and Environment).

101. FTC Models Advertising Policy on FDA Food Labeling Standards. September 1994.

URL: <http://www.cfsan.fda.gov/~lrd/ftc.html> (accessed 8/8/05)

102. U.S. Food and Drug Administration (FDA).

Contact at: 5600 Fishers Lane, Rockville MD 20857-0001; 888-INFO-FDA (1-888-463-6332) (toll free).

Homepage: <http://www.fda.gov> (accessed 8/8/05)

Description: “FDA is a public health agency, charged with protecting American consumers by enforcing the Federal Food, Drug, and Cosmetic Act and several related public health laws. To carry out this mandate of consumer protection, FDA has some 1,100 investigators and inspectors who cover the country’s almost 95,000 FDA-regulated businesses. These employees are located in district and local offices in 157 cities across the country.” [Web site]

103. Food and Cosmetic Guidance Documents.

URL: <http://www.cfsan.fda.gov/~dms/guidance.html> (accessed 8/8/05)

Description: Comprehensive directory of online documents in twenty categories including Food Labeling, Retail Food Protection, and Small Entity Compliance Guides.

104. Food Labeling and Nutrition, Health Claims and Nutrient Content Claims.

URL: <http://www.cfsan.fda.gov/~dms/lab-hlth.html> (accessed 8/8/05)

Description: Includes link to *Backgrounder: FDA Implements Enhanced Regulatory Process to Encourage Science-based Labeling and Competition for Healthier Dietary Choices* (July 10, 2003).

105. Food Labeling and Nutrition, Information for Industry.

URL: <http://www.cfsan.fda.gov/~dms/lab-ind.html> (accessed 8/8/05)

Description: Includes Food Labeling, Guidance and Regulations.

106. Guidance for Industry: Guide to Minimize Microbial Food Safety Hazards for Fresh Fruits and Vegetables.

1998. *Note:* Also available in French, Portuguese, Spanish and Arabic. The *Guide at a Glance* is available at

<http://www.cfsan.fda.gov/~dms/prodglan.html> (accessed 8/8/05).

URL: <http://www.foodsafety.gov/~dms/prodguid.html> (accessed 8/8/05)

107. Guidance for Industry: Voluntary Labeling Indicating Whether Foods Have or Have Not Been Developed Using Bioengineering (Draft Guidance). January 2001.

URL: <http://www.cfsan.fda.gov/~dms/biolabgu.html> or <http://www.fda.gov/OHRMS/DOCKETS/98fr/001598gd.pdf>
(accessed 8/8/05)

108. ***Public Health Security and Bioterrorism Preparedness and Response Act of 2002 - Prior Notice of Imported Foods.***

URL: <http://www.cfsan.fda.gov/~pn/pnoview.html> (accessed 8/8/05)

Description: This regulation “requires that FDA receive prior notice of food imported into the United States, beginning on December 12, 2003. Most of the prior notice information required by the interim final rule is data usually provided by importers or brokers to the Bureau of Customs and Border Protection (CBP) when foods arrive in the United States. Now, the Bioterrorism Act requires that this information also be provided to FDA in advance of an imported food’s arrival to the United States.” [Web site] Overview and System Interface.

109. ***Public Health Security and Bioterrorism Preparedness and Response Act of 2002 - Registration of Food Facilities.***

URL: <http://www.cfsan.fda.gov/~furls/ovffreg.html> (accessed 8/8/05)

Description: “...requires domestic and foreign facilities that manufacture, process, pack, or hold food for human or animal consumption in the United States to register with the FDA by December 12, 2003.” [Web site] Overview and registration information.

110. ***Small Business Guide to FDA.*** 2004.

URL: http://www.fda.gov/ora/fed_state/Small_Business/sb_guide/default.htm (accessed 8/8/05)

Related Food Safety Resources

Attention to food safety is as important, if not more important, for organic foods as it is for conventional foods due to the organic sector’s emphasis on healthful eating.

111. ***EPA Agriculture Topics: Food Safety.*** Environmental Protection Agency (EPA), National Agriculture Compliance Assistance Center.

URL: <http://www.epa.gov/agriculture/> (accessed 8/8/05)

Description: Site maintains “regularly updated guidance on legal requirements, sources of assistance in meeting those requirements, and information about some of the latest research and technology available to support food producers, processors, and marketers in their efforts to maintain and improve the nation’s food supply.” [Web site]

112. ***Food Safety Agencies and Authorities: A Primer,*** by Jean M. Rawson and Donna U. Vogt. Congressional Research Service, 1998.

URL: <http://www.ncseonline.org/NLE/CRSreports/Agriculture/ag-40.cfm> (accessed 8/8/05)

113. ***Foodborne Illness Education Information Center.*** USDA, National Agricultural Library (NAL).

Homepage: <http://www.nal.usda.gov/foodborne/> (accessed 8/8/05)

Description: Center provides information about foodborne illness prevention to educators, trainers, and organizations developing education and training materials for food workers and consumers. Site includes Hazard Analysis - Critical Control Point (HACCP) Systems Information, USDA/FDA HACCP Training Programs and Resources Database and a comprehensive list of selected Web sites.

114. ***FoodSafety.gov.***

Homepage: <http://www.foodsafety.gov/> (accessed 8/8/05)

Description: Gateway to government food safety information and sources.

115. ***Industry Assistance: Retail and Food Service.***

URL: <http://www.foodsafety.gov/~fsg/fsgret.html> (accessed 8/8/05)

Description: Information for food service enterprises including nursing homes, hospitals, schools, and day care facilities as well as restaurants, grocery stores, etc. Links to Federal, state and local government Web Sites.

116. **Government Food Safety Policies Briefing Room.** USDA, Economic Research Service (ERS).

URL: <http://www.ers.usda.gov/Briefing/FoodSafetyPolicy/> (accessed 8/8/05)

Description: Topics include HACCP and International Issues.

117. **Traceability in the U.S. Food Supply Briefing Room.** USDA, Economic Research Service (ERS).

URL: <http://www.ers.usda.gov/Briefing/Traceability/> (accessed 8/8/05)

Description: Reports and analysis regarding market incentives to establish traceability; private sector traceability systems balance costs and benefits; and industry and government response to market failure.

118. **Growing Sprouts in Retail Food Establishments: CFP Issues 02-III-01 and 04-III-012.** U.S. Food and Drug Administration (FDA), 2004.

URL: <http://www.cfsan.fda.gov/~dms/sprouret.html> (accessed 8/8/05)

General State Food-related Labeling and Regulatory Programs and Information

119. **Food Laws and Regulations Division, State and Local Governments.** Institute of Food Technologists (IFT).

URL: http://www.ift.org/divisions/food_law/jump_loc.htm (accessed 8/8/05)

Description: Directory and links to general government resources including FindLaw Internet Legal Resources - State resources; Municipal Code Corporation, National Association of State Information Resources Executives; National Conference of State Legislatures, Stateline from Pew Center on the States, and State and Local Government Directory from the Library of Congress.

120. **FoodSafety.gov: Government Agencies.**

URL: <http://www.foodsafety.gov/~fsg/fsggov.html> (accessed 8/8/05)

Description: State and local government entities and links.

121. **FDA Office of Regulatory Affairs Directory of State and Local Officials - 2004 Edition.** U.S. Food and Drug Administration (FDA).

URL: http://www.fda.gov/ora/fed_state/directorytable.htm (accessed 8/8/05)

122. "State Agriculture Departments." In *State and Local Government on the Net: A Directory of Official State, County, and City Government Web Sites.*

URL: <http://www.statelocalgov.net/50states-agriculture.cfm> (accessed 8/8/05)

123. **State and National Partners: Directory of State/Territorial Land-grant Universities and Cooperative Extension Programs.** USDA, Cooperative State Research, Education, and Extension Service (CSREES).

URL: http://www.csrees.usda.gov/qlinks/partners/state_partners.html (accessed 8/8/05)

Description: Clickable map provides links to the land-grant institutions and their key constituent units, most notably the state Cooperative Extension Services.

Other Organic-related Certification Programs

This section looks at additional and alternative certification options.

124. **Consumers Union Guide to Environmental Labels.** Consumers Union, 2005.

Homepage: <http://www.eco-labels.org/> (accessed 8/8/05)

Description: "Learn more about products that are eco-labeled compared to those that are conventionally farmed or produced..." [Web site] Includes product and label indexes categorized as Organic, Sustainable Agriculture, Animal Welfare, Pest Management, No Genetic Engineering and Social Responsibility.

125. **Labels Resource Center.** Institute for Agriculture and Trade Policy (IATP), 2002.

Homepage: <http://www.iatp.org/labels/> (accessed 8/8/05)

Description: Database includes eco-label descriptions and labeling organizations, resource documents and links.

126. **American Grassfed Association.**

Homepage: <http://www.americangrassfed.org/> (accessed 8/8/05)

Description: “Standards governing the feeding and treatment of ruminant animals whose meat and milk will eventually be labeled grassfed were rolled out at the American Grassfed Association’s (AGA) second annual conference, March 4-6 [2005], in Clay City, Ind.” [AGA Press Release 3/17/2005]

127. **American Organic Standards.** Organic Trade Association (OTA).

URL: <http://www.ota.com/standards/aos/index.html> (accessed 8/8/05)

Description: Adopted by OTA in October 1999, AOS is a “detailed document that compiles and codifies industry practices as they currently are understood and applied. OTA took this action to provide a unified voice to establish standards that will protect the integrity of organic agriculture. OTA intends to use these standards to work toward better harmonization of international standards.” [Web site]

128. **Audit, Review and Compliance Branch, Auditing Services.** USDA, Agricultural Marketing Service (AMS).

URL: <http://www.ams.usda.gov/lsg/arc/audit.htm> (accessed 8/8/05)

Description: “The Audit, Review, and Compliance (ARC) Branch provides services for the Quality System Verification Programs (QSVP). The QSVP are voluntary, user-fee, audit-based programs that are available to suppliers of agricultural products and services. The QSVP are designed to provide independent verification that special processes or marketing claims are clearly defined and verified by an independent third party.” [Web site]

129. **Cert ID Non GMO Standard.** Cert ID LC.

Homepage: <http://www.cert-id.com/> (accessed 8/8/05)

Description: “Providing third-party certification programs to growers, agricultural processors, food ingredient producers, food and feed manufacturers, animal producers and food retailers.” [Web site]

130. **Certified Humane Raised and Handled.** Humane Farm Animal Care.

Homepage: <http://www.certifiedhumane.com/> (accessed 8/8/05)

Description: “Humane Farm Animal Care is a non-profit organization whose mission is to improve the lives of farm animals by providing viable, credible, duly monitored standards for human food production and ensuring consumers that certified products need these standards.” [Web site]

131. **Certified Naturally Grown.**

Homepage: <http://www.naturallygrown.org/> (accessed 8/8/05)

Description: “Certified Naturally Grown is a Grassroots Alternative to the USDA’s National Organic Program meant primarily for small farmers distributing through local channels - Farmer’s Markets, roadside stands, local restaurants, Community Supported Agriculture Programs and small local grocery stores - the farmer’s that make up your local landscape!” [Press summary and information]

132. **Demeter Association, Inc.**

Homepage: <http://www.demeter-usa.org/> (accessed 8/8/05)

Description: “For the Certification of Biodynamic Agriculture.” Includes article, Comparison: Demeter Guidelines vs. Other Certifiers.

133. **Fair Trade Certified.** TransFair USA.

Homepage: <http://www.transfairusa.org/> (accessed 8/8/05)

Description: “TransFair USA’s mission is to build a more equitable and sustainable model of international trade that benefits producers, consumers, industry and the earth. We achieve our mission by certifying and promoting Fair Trade products.” [Web site]

134. **Farmer’s Pledge.** Northeast Organic Farming Association of New York (NOFA-NY).

Homepage: <http://nofany.org/farmerspledge.htm> (accessed 8/8/05)

Description: “To further enable consumers to identify the farms they want to support with their food dollars, NOFA-NY has established a Farmer’s Pledge, separate and distinct from USDA Certified Organic... This pledge is based on the integrity of the farmer/gardener.” [Web site]

135. **Food Alliance Certified.** The Food Alliance (TFA).

Homepage: <http://www.foodalliance.org/> (accessed 8/8/05)

Description: “Food Alliance certified farmers meet strict standards in the areas of pesticide reduction, soil and water conservation, wildlife habitat conservation and safe and fair working conditions.” [Web site]

136. ***International Organization for Standardization (ISO).***

Homepage: <http://www.iso.ch/iso/en/> (accessed 8/8/05)

Description: See also Audit, Review and Compliance Branch, Auditing Services, U.S. Department of Agriculture, Agricultural Marketing Service (AMS) in this listing.

137. ***ISO 65: Agriculture.***

Catalog listing: <http://www.iso.ch/iso/en/CatalogueListPage.CatalogueList?ICS1=65> (accessed 8/8/05)

138. ***ISO 67: Food Technology.***

Catalog listing: <http://www.iso.ch/iso/en/CatalogueListPage.CatalogueList?ICS1=67&scopelist=> (accessed 8/8/05)

139. ***National Sanitation Foundation (NSF).***

Homepage: <http://www.nsf.org/> (accessed 8/8/05)

Description: “NSF works with both regulators and companies to find risk management solutions that all parties can live with.” [Web site] Various certification programs are available including one for Organic Food administered by Quality Assurance International (QAI). Others food-related programs deal with Bottled Water and Packaged Ice, Dietary Supplements, Food Equipment, Food Safety Services, Functional Food and Beverages, GMO Testing Program, HACCP, and Meat and Poultry Processing Equipment.

140. ***Organic Trade Association’s Organic Fiber Processing Standards.*** Organic Trade Association (OTA), 2003.

Information/abstract only: <http://www.ota.com/standards.fiberstandards.html> (accessed 8/8/05)

Part B: International Trade: Laws and Regulations

Exporting and Importing Organic Products - U.S. Regulations and Information Sources

141. **National Organic Program (NOP), Agricultural Marketing Service (AMS), U.S. Department of Agriculture.** *Note:* See NOP contact information in Part A listing, above.

Homepage: <http://www.ams.usda.gov/nop/> (accessed 8/8/05)

Description: In addition to rules addressing domestic organic production and handling, the NOP determines how imported and exported organically produced agricultural products will be defined, regulated and labeled.

142. **Trade Issues.**

URL: <http://www.ams.usda.gov/nop/NOP/Trade.html> (accessed 8/8/05)

Description: Site includes information about Export Arrangements and Recognition Agreements, Export Certificate Procedures and Accompanying Documentation, and Import Authorizations.

143. **Foreign Accredited Certifying Agents.**

URL: <http://www.ams.usda.gov/nop/CertifyingAgents/Accredited.html#topForeign> (accessed 8/8/05)

144. **Organic Products, Foreign Agricultural Service (FAS), U.S. Department of Agriculture.**

James Tringe and Angela Thomas, Organics Analysis/Agricultural Economist and Organic Marketing/Agricultural Marketing Specialist, respectively; e-mail james.tringe@fas.usda.gov or angela.thomas@usda.gov.

URL: <http://www.fas.usda.gov/agx/organics/index.htm> (accessed 8/8/05)

Description: Site contains resources and information regarding Exporting and Buying Organic Products, links to FAS Exporter Assistance, USDA and Trade Associations for regional U.S. and industry specific information and FAS Field Offices directory. News items include *Organic Perspectives Newsletter*.

145. **International Resources - Organizations, Standards, Regulations, and Information.**

URL: <http://www.fas.usda.gov/agx/organics/international.htm> (accessed 8/8/05)

Description: Legislation, organizations, publications and contacts arranged by country.

146. **Attaché Reports.**

URL: <http://www.fas.usda.gov/agx/organics/attache.htm> (accessed 8/8/05)

Description: List/links to FAS staff reports/analysis specifically dealing with organics or a related topic, arranged by country.

147. **Export Inspection and Weighing Waiver for High Quality Specialty Grains Transported in Containers, USDA Grain Inspection Packers and Stockyards Administration (GIPSA).** *Note:* Interim final rule with request for comments.

Text from Federal Register: <http://151.121.3.117/rulemaking/fr05/4-28-05.pdf> (accessed 8/8/05)

Description: "High quality specialty grain for the purposes of this waiver is grain sold under contract terms that (1) specify quality better than the grade limits for U.S. No. 1 grain, or (2) specify organic as defined by the regulations 7 CFR part 205 under the Organic Foods Production Act of 1990, as amended." [*Federal Register*, Vol. 70, No. 81, Thursday, April 28, 2005, Rules and Regulations]

148. **U.S. Mission to the European Union: Organic Foods.**

URL: <http://www.useu.be/agri/organic.html> (accessed 8/8/05)

Description: Links to food and feed import rules for EU countries.

149. **Organic Trade Association (OTA).**

Homepage: <http://www.ota.com> (accessed 8/8/05)

Description: "The Organic Trade Association (OTA) is the membership-based business association for the organic industry in North America. OTA's mission is to encourage global sustainability through promoting and protecting the growth of diverse organic trade." [Web site] Site includes the Organic Export Directory Online, Organic Pages Online directory, and many other resources.

150. **OTA's Organic Export Program.**

URL: <http://www.ota.com/export.html> (accessed 8/8/05)

Description: "Program sponsored by OTA to promote U.S. organic exports to the worldwide market. A sample of programs include: organic pavilions at international trade shows; buyers missions where international buyers are invited to the U.S. to meet with U.S. organic suppliers; export educational programs; U.S. organic market educational pieces for foreign buyers; the OTA Export Directory on-line; an industry advisory committee." [Web site]

151. **National Organic Initiative (NOI).**

Description: A coordinated effort of state agricultural marketing officials centered at State Regional Trade Groups (SRTGs) to include organic products in their outreach and contact efforts. SRTGs assist companies with export promotion. Each regional organization contains reports, directories, links and calendars related to export practices, markets and issues.

152. **Food Export USA (Northeast).**

215-829-9111; fax 215-829-9777; e-mail info@foodexportusa.org.

Joy F. Canono, Organic product contact: icanono@foodexportusa.org

Homepage: <http://www.foodexportusa.org/> (accessed 8/8/05)

153. **Southern U.S. Trade Association (SUSTA).**

504-568-5986; fax 504-568-6010; e-mail susta@susta.org.

Nishi Whiteley, Organic product contact: Texas Department of Agriculture, 512-463-5197

Homepage: <http://www.susta.org/> (accessed 8/8/05)

154. **Mid-America International Agri-Trade Council (MIATCO).**

Contact at: 312-334-9200; fax 312-334-9230; e-mail info@miatco.org.

Homepage: http://www.miatco.org/noflash_miatco_home.htm (accessed 8/8/05)

155. **Western U.S. Agricultural Trade Association (WUSATA).**

360-693-3373; fax 360-693-3464.

Tim Larsen, Organic product contact: Colorado Department of Agriculture, 303-239-4118 or tim.larsen@ag.state.co.us

Homepage: <http://www.wusata.org/> (accessed 8/8/05)

156. **Organic Retailers Association (ORA).**

Homepage: <http://www.o-r-a.org/> (accessed 8/8/05)

Description: ORA is the International umbrella association of national organic retailers associations and organic retailers.

General U.S. Export and Import Regulations, Certifications and Information

Any organic trade enterprise must address general commodity regulations as well as those specific to organic, in the U.S. and in the export destination country/importing country. This listing is not comprehensive.

157. **USDA, Agricultural Marketing Service (AMS).**

Homepage: <http://www.ams.usda.gov/> (accessed 8/8/05)

Description: In addition to domestic programs, AMS "offers an array of valuable services that give buyers and sellers of agricultural products a competitive advantage in the global marketplace." [Web site]

158. **Exporter Assistance.**

URL: <http://www.ams.usda.gov/tmd/tsb/exporters.htm> (accessed 8/8/05)

159. **International Marketing Services.**

URL: <http://www.ams.usda.gov/international/> (accessed 8/8/05)

Description: Products include various commodity International Market News reports; Ocean Freight Rate Bulletin; Special Country Transportation Reports; Grading and Process Verification Programs and links to USDA and international organizations and cooperators. AMS certification programs include the Non-Hormone Treated Cattle (NHTC) Program; Pork For the European Union (PFEU) Program; Animal Protein Free Certification Program; all dairy

products or dairy ingredients in other products for export to the European Union; and inspection and certification of dairy and meat processing equipment and utensils.

160. *The Non-Hormone Treated Cattle (NHTC) Program.*

URL: <http://www.ams.usda.gov/lsg/arc/nhtc.htm> (accessed 8/8/05)

Description: Audit/verification program in effect since 1989, when the European Union (EU) and the U.S. agreed to control measures to facilitate the trade of non-hormone treated bovine meat.

161. *USDA, Animal and Plant Health Inspection Service (APHIS).*

Homepage: <http://www.aphis.usda.gov/> (accessed 8/8/05)

Description: “APHIS is responsible for enforcing regulations governing the import and export of plants and animals and certain agricultural products. These regulations both protect U.S. agriculture and preserve and enhance agricultural markets abroad. Import rules are necessary to prevent the entry of foreign plant and animal diseases and pests that could damage U.S. agriculture. Export rules facilitate the movement of agricultural commodities to foreign countries.” [Web site]

162. *International Phytosanitary Standards.*

Homepage: <http://www.aphis.usda.gov/ppq/index.html> (accessed 8/8/05)

Description: Access APHIS Document/Forms Retrieval System; Permits; Import Authorization System; Exporting Plants and Plant Products, and Antismuggling Hotline.

163. *International Services.*

URL: <http://www.aphis.usda.gov/is/index.htm> (accessed 8/8/05)

Description: Access import and export information, sanitary/phytosanitary learning modules and training, and APHIS Services Global Directory (staff).

164. *USDA, Food Safety and Inspection Service (FSIS).*

Homepage: <http://www.fsis.usda.gov/> (accessed 8/8/05)

Description: In addition to domestic programs, “FSIS insures that meat, poultry, and egg products imported to the United States are produced under standards equivalent to U.S. inspection standards, and facilitates the certification of exported goods.” [Web site]

165. *Export Information.*

URL: <http://www.fsis.usda.gov/Regulations & Policies/Export Information/index.asp> (accessed 8/8/05)

Description: “Also known as the Export Library, this section includes export requirements for meat and poultry products, export requirements for egg products, export related notices and directives, and eligible U.S. establishments.” [Web site]

166. *Import Information.*

URL: <http://www.fsis.usda.gov/regulations & policies/import information/index.asp> (accessed 8/8/05)

167. *Regulations, Directives and Notices.*

URL: <http://www.fsis.usda.gov/regulations & policies/Regulations Directives & Notices/index.asp> (accessed 8/8/05)

168. *USDA, Foreign Agricultural Service (FAS).*

Homepage: <http://www.fas.usda.gov/> (accessed 8/8/05)

Description: “The Foreign Agricultural Service (FAS) of the U.S. Department of Agriculture (USDA) works to improve foreign market access for U.S. products, build new markets, improve the competitive position of U.S. agriculture in the global marketplace, and provide food aid and technical assistance to foreign countries. FAS has the primary responsibility for USDA’s international activities market development, trade agreements and negotiations, and the collection and analysis of statistics and market information. It also administers USDA’s export credit guarantee and food aid programs, and helps increase income and food availability in developing nations by mobilizing expertise for agriculturally led economic growth. FAS also enhances U.S. agriculture’s competitiveness by providing linkages to global resources and international organizations.” [Web site]

169. *FAS Field Offices (Directory).*

URL: http://www.fas.usda.gov/scripts/w/fasfield/ovs_directory_search.asp (accessed 8/8/05)

170. Food and Agricultural Import Regulations and Standards (FAIRS).

URL: http://www.fas.usda.gov/itp/ofsts/fairs_by_country.asp (accessed 8/8/05)

Description: “The FAIRS Country Report is a market access report which aims to consolidate general information on the technical requirements (i.e. food laws, labeling, import procedures, etc.) for food and agricultural imports imposed by a foreign country.” [Web site]

171. Import Programs.

URL: <http://www.fas.usda.gov/importprograms.asp> (accessed 8/8/05)

Description: Includes link to FAS U.S. Enquiry Point as required under the World Trade Organization (WTO) Agreement on the Application of Sanitary and Phytosanitary (SPS) measures for all WTO member inquiries related to SPS regulations; U.S. Sugar Programs; U.S. Dairy Import Program; and U.S. Tariff Schedule.

172. Regional Agreements.

URL: <http://www.fas.usda.gov/itp/agreements/regional.htm> (accessed 8/8/05)

Description: Information about Free Trade Area of the Americas; North American Free Trade Agreement; Asia-Pacific Economic Cooperation; Central American-Dominican Republic-United States Free Trade Agreement (CAFTA-DR); and Southern African Customs Union (SACU) Agricultural Trade.

173. Statistical Market Information.

URL: <http://www.fas.usda.gov/data.asp> (accessed 8/8/05)

Description: FAS information products and databases include FY2005 Agricultural Trade Forecast (02/24/05); Agricultural Trade Monthly Summary; Production, Supply and Distribution (PSandD) online database; Import and Export Data (BICO Reports provides bulk, intermediate, and consumer-oriented agricultural product data in both a calendar or fiscal year format and U.S. Trade Reports); and various World Market reports and fact sheets. There is also a link here to USDA’s Economic Research Service’s Foreign Agricultural Trade of the United States (FATUS) database which covers State export data, Agricultural exports by state for five fiscal years, and Top 10 exporting states by commodity.

174. Trade Agreements.

URL: <http://www.fas.usda.gov/itp/agreements.asp> (accessed 8/8/05)

Description: Lists/links to final agreements between the United States and individual countries.

175. U.S. Exporter Assistance.

URL: http://www.fas.usda.gov/agx/exporter_assistance.asp (accessed 8/8/05)

Description: Site contains many instructional materials, directories, data and contacts regarding: Export Basics; Partners and Trade Leads; Market Research; Counseling and Advocacy; Trade Events; Export Programs; Export Finance; Shipping Requirements and Documentation; Pricing, Quotes and Negotiations.

176. USDA, Grain Inspection Packers and Stockyards Administration (GIPSA).

Homepage: <http://151.121.3.117/> (accessed 8/8/05)

Description: “GIPSA personnel participate in a variety of international assistance programs at the request of U.S. exporters, international importers and end users of U.S. grains and oilseeds, as well as other USDA agencies, USDA Cooperator organizations, and other governments.” [Web site]

177. Federal Grain Inspection Service: Official Inspection and Weighing Services.

URL: <http://151.121.3.117/programsfgis/services.htm> (accessed 8/8/05)

Description: Information about inspection, weighing, and related services on grains, pulses, oilseeds, and processed and graded commodities.

178. FGIS Field Offices, P and S Regional Offices, or Official Inspection Agencies (Directory).

URL: <http://151.121.3.117/aboutus/servicemap/usmap.htm> (accessed 8/8/05)

Description: Staff and offices worldwide, updated May 2, 2005.

179. U.S. Census Bureau, Foreign Trade Division (FTD).

Homepage: <http://www.census.gov/foreign-trade/www/index.html> (accessed 8/8/05)

Description: Information about Automated Export System (AES), Classification Systems, Schedule B forms and changes, Export Regulations Seminars, as well as import and export data.

180. ***U.S. Department of Commerce.***

Homepage: <http://www.commerce.gov/> (accessed 8/8/05)

181. ***Bureau of Industry and Security (BIS).***

Homepage: <http://www.bis.doc.gov/> (accessed 8/8/05)

Description: “BIS’s activities include regulating the export of sensitive goods and technologies in an effective and efficient manner; enforcing export control, antiboycott, and public safety laws; cooperating with and assisting other countries on export control and strategic trade issues; assisting U.S. industry to comply with international arms control agreements; and monitoring the viability of the U.S. defense industrial base and seeking to ensure that it is capable of satisfying U.S. national and homeland security needs.” [Web site] Includes access to Export Administration Regulations (EAR) - official regulations and policies governing the export licensing of commodities and technical data - information and database.

182. ***International Trade Administration (ITA).***

Homepage: <http://www.ita.doc.gov/> (accessed 8/8/05)

183. ***Trade Information Center (TIC).***

Contact at: 800-USA-TRADE (toll free); fax 202-482-4473; e-mail tic@ita.com.gov.

Homepage: <http://www.trade.gov/td/tic/> (accessed 8/8/05)

Description: “A comprehensive resource for information on all U.S. Federal Government export assistance programs. The Center is operated by the International Trade Administration of the U.S. Department of Commerce for the 20 Federal agencies comprising the Trade Promotion Coordinating Committee (TPCC). These agencies are responsible for managing the U.S. Government’s export promotion programs and activities.” [Web site]

184. ***Commerce Offices and Services (Directory).***

URL: <http://www.commerce.gov/statemap2.html> (accessed 8/8/05)

185. ***U.S. Customs and Border Protection.***

Homepage: <http://www.customs.gov/> (accessed 8/8/05)

186. ***Export.***

URL: <http://www.customs.gov/xp/cgov/export/> (accessed 8/8/05)

187. ***Import.***

URL: <http://www.customs.gov/xp/cgov/import/> (accessed 8/8/05)

188. ***Bioterrorism.***

URL: http://www.cbp.gov/xp/cgov/import/commercial_enforcement/bioterrorism/ (accessed 8/8/05)

Description: “The Bioterrorism Act (BTA) is intended to protect the health and safety of the people of the United States from an intended or actual terrorist attack on the nation’s food supply.” [Web site] Documentation at this site includes Trade Guidance for Bioterrorism Act (BTA) Importations; Frequently Asked Questions and Answers Regarding CBP Procedures under the Bioterrorism Act (BTA); FDA-Required Prior Notice for Imported Food and Beverages; and Enforced Compliance and Penalties Implementation Procedures for the Bioterrorism Act.

189. ***Bringing Agricultural Products into the United States.*** September 2004.

URL: http://www.cbp.gov/xp/cgov/travel/clearing_goods/agri_prod_inus.xml (accessed 8/8/05)

Description: Information for international travelers.

190. ***Directories of Preclearance Locations, Foreign Attaché, Locations and Ports of Entry.***

URL: <http://www.customs.gov/xp/cgov/toolbox/contacts/> (accessed 8/8/05)

191. ***U.S. Food and Drug Administration (FDA).***

Homepage: <http://www.fda.gov/> (accessed 8/8/05)

192. ***Animal Drugs and Feeds International Activities.***

URL: <http://www.fda.gov/oia/animdrug.htm> (accessed 8/8/05)

193. ***Center for Food Safety and Applied Nutrition, Food and Cosmetics: International Activities.***

URL: <http://www.cfsan.fda.gov/%7Ecomm/intl-toc.html> (accessed 8/8/05)

Description: Information about International Harmonization; Trade Agreements and Related Activities; Outreach and Technical Assistance; Regulatory Enforcement, Compliance and Inspections; Food Safety and Terrorism; Importing into the United States and Exporting from the United States.

194. ***FDA in the International Arena.***

URL: <http://www.fda.gov/oia/fdaintl.htm> (accessed 8/8/05)

195. ***Foods and Cosmetics International Activities.***

URL: <http://www.fda.gov/oia/foodcosm.htm> (accessed 8/8/05)

196. ***Office of International Programs.***

URL: <http://www.fda.gov/oia/contact.htm> (accessed 8/8/05)

Description: “While international activities take place in virtually every component of FDA, the Office of International Programs (OIP) is the focal point for the Agency’s international activities. It provides leadership for FDA’s international activities by guiding and supporting agency programs, and by developing strategic relationships with other U.S. and foreign governmental agencies and international organizations.” [Web site] Site includes links to information about Imports and Inspections, International Harmonization and International Agreements.

197. ***Office of Regulatory Affairs (ORA).***

Homepage: <http://www.fda.gov/ora/> (accessed 8/8/05)

Description: “ORA has the lead on international enforcement issues such as imports and foreign inspections. The Office ensures that products imported to the United States and regulated by the agency meet the same safety, efficacy and quality standards as those products manufactured domestically. ORA is also involved in assuring conformance with Memoranda of Understanding (MOUs) with foreign countries and plays a pivotal role in ensuring that MOUs strengthen compliance. In addition, ORA collaborates with the Office of International Affairs to meet the needs of foreign visitors who wish to learn about FDA and regulated industry in field locations.” [Web site] This site links to several resources related to International

198. ***ORA Import Start Page.***

URL: <http://www.fda.gov/ora/import/default.htm> (accessed 8/8/05)

199. ***Prior Notice of Imported Foods, Prior Notice System Interface (PNSI).***

URL: <http://www.cfsan.fda.gov/~pn/pnoview.html> (accessed 8/8/05)

Description: “The Public Health Security and Bioterrorism Preparedness and Response Act of 2002 (Bioterrorism Act), section 307, added section 801(m) to the Federal Food, Drug, and Cosmetic Act to require that FDA receive prior notice for food imported or offered for import into the United States.” [Prior Notice Summary Information 2005]

200. ***U.S. Small Business Administration, Office of International Trade.***

Homepage: <http://www.sbaonline.sba.gov/OIT/> (accessed 8/8/05)

Description: “The U.S. Small Business Administration provides export information and development assistance to help small businesses take advantage of export markets, including trade counseling, training, legal assistance and publications.” [Web site]

201. ***U.S. Export Assistance Centers (Directory).***

URL: <http://www.sba.gov/oit/export/useac.html> (accessed 8/8/05)

202. ***Export.gov - U.S. Government Export Portal.***

Contact at: 800-USA-TRADE (toll free).

Homepage: <http://www.export.gov/> (accessed 8/8/05)

Description: “Export.gov provides online trade resources and one-on-one assistance for your international business whether you’re just starting or expanding your global sales. Browse our online information or call 1-800-USA-TRADE to find a trade specialist in your area and get answers to your export questions.” [Web site]

203. *Contact a Trade Specialist Near You (Directory)*.

URL: <http://www.export.gov/eac/index.asp> (accessed 8/8/05)

204. *TradePort - California's Gateway to Global Trade*.

Homepage: <http://www.tradeport.org/> (accessed 8/8/05)

Description: "TradePort Promotes Global Trade in California. It is the premier online resource for comprehensive information and links to global trade assistance centers throughout California. The TradePort mission is to provide a gateway for California's businesses to connect with importers, exporters and trading partners throughout the world. TradePort also provides additional resources for online learning, collaboration and Web conferencing to assist California businesses and their partners with their global trade initiatives." [Web site]

Selected International Organic-specific Law and Policy Sites

See also USDA Foreign Agricultural Service (FAS) Attaché and GAIN reports listed under [Economic and Statistical Sources](#) in Chapter V for detailed country legal conditions.

205. *Food Regulation and Trade: Toward a Safe and Open Global System*, by Tim Josling, Donna Roberts, and David Orden. Institute for International Economics, 2004. xiv, 232p.

Information/abstract only: <http://www.ifpri.org/pubs/otherpubs/foodregtrade.htm> (accessed 8/8/05)

Description: Book "Examines a variety of current and potential food regulatory issues to determine the nature of the trade problems they invoke, how they are related to national regulatory policies, and the potential for improvement in the multilateral framework within which the national regulations operate. Considers the control of animal and plant pests and diseases that can be transmitted from animals to humans; food safety and control of other types of food-related health hazards; the regulation of food quality, in particular through the provision of information to guide consumer choice; and the regulation of quality-related process issues, including issues of genetically modified foods, the certification of organic foods, and the welfare of animals in intensive livestock production." [Publisher's Web site]

206. *Policy Dialogue on Promoting Production and Trading Opportunities for Organic Agricultural Products*. United Nations Conference on Trade and Development Capacity Building Task Force on Trade Environment and Development. *Note:* Meeting, Brussels, Belgium, February 21-22, 2002; Policy Dialogue, organized by the UNEP-UNCTAD Capacity Building Task Force on Trade, Environment and Development (CBTF), was funded by the European Commission and hosted by the secretariat of the African Caribbean and Pacific (ACP) countries.

URL: <http://www.unep-unctad.org/cbtf/cbtf2/meetings/brussels.htm> (accessed 8/8/05)

Description: Site contains final meeting report and individual meeting presentations from "representatives of certification bodies, intergovernmental organizations, aid agencies, civil society, academics and other stakeholders from developing and developed countries."

207. *International Trade Centre, Organic Products Web Site*. United Nations Conference on Trade and Development (UNCTAD)/World Trade Organization (WTO).

URL: <http://www.intracen.org/mds/sectors/organic/welcome.htm> (accessed 8/8/05)

Description: "The purpose of this website is to provide information on trade in organic products and on export development activities (carried out by ITC or other organizations) to enable developing countries to benefit from market opportunities. It will also assist visitors in finding other relevant websites and sources of information." [Web site]

208. *FAO/WHO Food Standards Codex Alimentarius*. United Nations, Food and Agriculture Organization (FAO)/ World Health Organization (WHO), Codex Alimentarius Commission.

Homepage: <http://www.codexalimentarius.net/> (accessed 8/8/05)

Description: Codex Standards and related texts adopted by the Commission including Special Publications: Food Hygiene - Basic Texts; Food Labelling - Complete Texts; Food Import and Export Inspection and Certification Systems - Combined Texts; and Organically Produced Foods - Guidelines for Production, Processing, Labelling and Marketing.

209. *Codex Alimentarius - Organically Produced Foods*. Secretariat of the Joint FAO/WHO Food Standards Programme, 2001. *Note:* Codex publications may be obtained through the worldwide Sales Agents of FAO, see Web site for contact information.

Full text: http://www.fao.org/documents/show_cdr.asp?url_file=/DOCREP/005/Y2772E/Y2772E00.HTM (accessed 8/8/05)

Description: “The Codex Committee on Food Labelling developed the Guidelines for the Production, Processing, Labelling and Marketing of Organically Produced Foods in view of the growing production and international trade in organically produced foods with a view to facilitating trade and preventing misleading claims. The Guidelines are intended to facilitate the harmonization of requirements for organic products at the international level, and may also provide assistance to governments wishing to establish national regulations in this area.... The Codex Alimentarius Commission at its 23rd Session in 1999 adopted the Guidelines for the Production, Processing, Labelling and Marketing of Organically Produced Foods, with the exception of the provisions for livestock and livestock products. The Codex Alimentarius Commission at its 24th Session in 2001 adopted the sections concerning livestock and livestock products and bee-keeping and bee products for inclusion in the Guidelines for the Production, Processing, Labelling and Marketing of Organically Produced Foods.” [Preface]

210. ***Guidelines for the Production, Processing, Labelling and Marketing of Organically Produced Foods.*** (GL 32-1999; Revised 1-2001), 2001. 39p.

Full text: <http://www.fao.org/organicag/doc/glorganicfinal.pdf> (accessed 8/8/05)

211. ***International Federation of Organic Agriculture Movements (IFOAM).***

Homepage: <http://www.ifoam.org/> (accessed 8/8/05)

Description: “Assisting its membership, IFOAM implements specific projects that facilitate the adoption of organic agriculture, particularly in developing countries. IFOAM also represents the organic agriculture movements at United Nations and other intergovernmental agencies.” [Web site] IFOAM provides advocacy, publications, conferences, information, bookstore and an IFOAM’s Organic Guarantee System.

212. ***International Harmonization.***

URL: http://www.ifoam.org/organic_facts/harmonization/index.html (accessed 8/8/05)

213. ***International Organic Accreditation Service (IOAS).***

Homepage: <http://www.ioas.org> (accessed 8/8/05)

Description: “The IOAS implements the IFOAM Accreditation Programme which is an industry based global guarantee of organic integrity, unburdened by national barriers and implemented by one body which has no other interests.” [Web site]

214. ***Organic Directory Online.***

URL: http://www.ifoam.org/organic_world/directory/index.html (accessed 8/8/05)

Description: Members (names only) are listed by country, as of March 2005.

215. ***Organic Guarantee System.***

URL: http://www.ifoam.org/about_ifoam/standards/ogs.html (accessed 8/8/05)

Description: Includes IFOAM Basic Standards for Organic Production and Processing and IFOAM Accreditation Criteria for Bodies Certifying Organic Production and Processing.

216. ***UNCTAD/ FAO/ IFOAM International Task Force on Harmonisation and Equivalence in Organic Agriculture.***

URL: http://r0.unctad.org/trade_env/ITF-organic/ (accessed 8/8/05)

Description: “The International Task Force on Harmonisation and Equivalence in Organic Agriculture, convened by FAO, IFOAM and UNCTAD, will serve as an open-ended platform for dialogue between public and private institutions (intergovernmental, governmental and civil society) involved in trade and regulatory activities in the organic agriculture sector.” [Web site]

217. ***OECD Workshop on Organic Agriculture, 23-26 September 2002, Washington D.C., United States.*** Organisation for Economic Co-operation and Development (OECD), Directorate for Food Agriculture and Fisheries, 2002. *Note:* Complete proceedings: <http://www1.oecd.org/publications/e-book/5103071E.PDF> (accessed 8/8/05).

Homepage: <http://webdomino1.oecd.org/Comnet/AGR/Organic.nsf> (accessed 8/8/05)

Description: “The overall purpose of the workshop is to analyse the economic, environmental and social impacts of organic agriculture in relation to “integrated” or “conventional” farming systems, and the conditions under which organic agricultural systems are sustainable. It will also analyse the market approaches and policies used to encourage, certify and regulate organic agriculture, and examine the trade effects of different policies.” [Web site]

218. **“Organic Livestock Production Standards.”** In *Diversity of Livestock Systems and Definition of Animal Welfare, Proceedings of the Second NAHWOA Workshop, Cordoba, 8-11 January 2000*. Network for Animal Health and Welfare in Organic Agriculture (NAHWOA), 2000.

Full text: <http://www.veeru.reading.ac.uk/organic/proc/proceedings.htm> (accessed 8/8/05)

219. **Market Information: Canada: Organic Agriculture.** Agriculture and Agri-Food Canada, Agri-Food Trade Service.

URL: http://ats.agr.gc.ca/can/3590_e.htm (accessed 8/8/05)

Description: Includes information about current Canadian organic and related national food standards, organizations, and a contact list of ATS regional organic export and trade staff.

220. **Market Access Issues.** July 2003.

Full text: <http://ats.agr.gc.ca/can/e3469.htm> (accessed 8/8/05)

Description: Discussion of international organic certification, equivalency and related accreditation issues from the Canadian perspective.

221. **Canada Organic Initiative Project.**

URL: <http://licensees.certifiedorganic.bc.ca/COI/COI.htm> (accessed 8/8/05)

Description: “The Canada Organic Initiative (COI) Project was developed by the Certification Organisations of British Columbia (COABC) in order to provide impetus toward the establishment of a regulation for managing the marketing of organic products in Canada. The object of the COI is to follow-up on recommendations from the National Strategic Plan for the Canadian Organic Food and Farming Sector.” [Web site]

222. **China, Organic Food Development Center (OFDC).**

Homepage: http://www.ofdc.org.cn/index_en.htm (accessed 8/8/05)

223. **China, Peoples Republic of: FAIRS Product Specific: Administrative Measures for Certification of Organic Products 2005**, by Wu Bugang. (GAIN Report, CH5012) USDA, Foreign Agricultural Service (FAS), 2005. 10p.

Full text: <http://www.fas.usda.gov/gainfiles/200502/146118661.pdf> (accessed 8/8/05)

Description: “This is UNOFFICIAL translation of AQSIQ Decree No. 67 (2004) Administrative Measures for Certificate of Organic Products. Exporters should carefully study the regulation and consult with importers to make sure that their interpretation of these Measures is accurate.” [Web site]

224. **Organic Farming.** European Commission, Common Agricultural Policy (CAP).

Full text as posted by Europa - Gateway to the European Union:

http://europa.eu.int/comm/agriculture/qual/organic/index_en.htm (accessed 8/8/05)

Description: Information covers Regulation, Rules, the Organic logo and more.

225. **Organic Farming - Guide to Community Rules.** 2001. 32p.

URL: http://europa.eu.int/comm/agriculture/qual/organic/brochure/abio_en.pdf (accessed 8/8/05)

226. **Council Regulation (EEC) No. 2092/91 of 24 June 1991 on Organic Production of Agricultural Products and Indications Referring Thereto on Agricultural Products and Foodstuffs.** Note: Consolidated text.

Full text: http://europa.eu.int/eur-lex/en/consleg/main/1991/en_1991R2092_index.html (accessed 8/8/05)

227. **Organic Farming in Europe - Country Reports.** Stiftung Ökologie und Landbau.

URL: http://www.organic-europe.net/country_reports/default.asp (accessed 8/8/05)

Description: Twenty-eight country reports include information about the country’s laws, standards and certification agencies.

228. **European Action Plan for Organic Food and Farming.** European Commission, 2004.

URL: http://europa.eu.int/comm/agriculture/qual/organic/plan/index_en.htm (accessed 8/8/05)

Description: “New initiatives setting out the Community policy for organic farming to develop the market for organic food and improve standards by increasing their efficacy, transparency and consumer confidence are presented in the Commission’s ‘European Action Plan for Organic Food and Farming’.” [Web site]

229. **CBI AccessGuide.**

Homepage: <http://194.247.99.13/accessguide/> (accessed 8/8/05)

Description: AccessGuide is a searchable database of legislative and market requirements related to exporting to the European Union. “It was specially developed for companies and business support organisations in developing countries. It includes all relevant information and Internet sites on non-tariff trade barriers that you have to meet if you want to export successfully to EU markets. AccessGuide has been set up by a Dutch Government Agency - the Centre for the Promotion of Imports from Developing Countries (CBI).” [Web site]

230. *Japan: Organic Products: U.S. Organic Export to Japan: Export Procedures 2004*, by Kenzo Ito. (GAIN Report, JA4015) USDA, Foreign Agricultural Service (FAS), 2004.

Full text: <http://www.fas.usda.gov/gainfiles/200403/146105736.pdf> (accessed 8/8/05)

231. *Korea, Republic of: Organic Products: Organic Certificate Requirements 2004*, by Seung Ah Chung. (GAIN Report, KS4035) USDA, Foreign Agricultural Service (FAS), 2004. 6p.

Full text: <http://www.fas.usda.gov/gainfiles/200408/146107229.pdf> (accessed 8/8/05)

Selected International General Food Law and Policy Sites

232. *Food Law Web Site*. University of Reading (UK), The School of Food Biosciences.

URL: <http://www.foodlaw.rdg.ac.uk/main.htm> (accessed 8/8/05)

Description: Developed by Dr. D. J. Jukes. Extensive coverage of news, government agencies, and regulations in the UK and Europe.

233. *IFT Food Laws and Regulations Division*. Institute of Food Technologists (IFT).

URL: http://www.ift.org/divisions/food_law/ (accessed 8/8/05)

Description: Includes “frequently updated links to Internet resources on food laws and regulations as well as related topics” [Web site] Covers associations, U.S. government and judicial agencies; U.S. state and local agencies; libraries; private and academic sources.

234. *Foodsafety.gov: International (Web Site Directory)*.

URL: <http://www.foodsafety.gov/~fsg/fsgintl.html> (accessed 8/8/05)

Description: Links to Food Safety agencies and organizations: Federal Government, International Organizations, Other Countries.

235. *FAOLEX*. United Nations, Food and Agriculture Organization (FAO).

Homepage: <http://faolex.fao.org/faolex/index.htm> (accessed 8/8/05)

Description: “Comprehensive and up-to-date computerized legislative database, the world’s largest electronic collection of national laws and regulations, as well as treaties, on food, agriculture and renewable natural resources. Users of FAOLEX have direct access to the abstracts and indexing information about each text, as well as to the full text of most legislation contained in the database.” [Web site] Various search options including topic, geographic area, country and type of text.

236. *International Food Legislation Online Guide*. Leatherhead Food International, 2004.

Information/abstract only: <http://www.leatherheadfood.com/lfi/submenu.asp?item=3218&subsection=51> (accessed 8/8/05)

Description: UK database that covers, “permitted additives and general labelling requirements for 23 major export markets, including the EU Member States, Japan, Australia/New Zealand and USA/Canada. Key information on regulatory provisions for chocolate and sugar confectionery, soft drinks, jams and similar products and meat products is also detailed.” [Web site] Searchable, updated monthly. Access by paid subscription.

237. *International Portal on Food Safety, Animal and Plant Health (IPFSAPH)*.

Homepage: <http://www.ipfsaph.org/En/default.jsp> (accessed 8/8/05)

Description: “Developed by FAO, in association with the organizations responsible for international standard setting in sanitary and phytosanitary matters, this portal provides a single access point for authorized official international and national information across the sectors of food safety, animal and plant health.” [Web site] Several search options available.

238. ***Organisation for Economic Co-operation and Development (OECD) Directorate for Food, Agriculture and Fisheries.***

Homepage: <http://www.oecd.org/agr/> (accessed 8/8/05)

Description: “The Directorate analyses food, agriculture and fisheries issues and provides advice to governments on practical and innovative options for policy reform and trade liberalisation. A key element of the work tracks and measures subsidies, support and protection to agriculture.” [Web site]

239. ***United Nations World Health Organization (WHO): Food Safety.***

Homepage: <http://www.who.int/foodsafety/en/> (accessed 8/8/05)

Description: “Recent trends in global food production, processing, distribution and preparation are creating an increasing demand for food safety research in order to ensure a safer global food supply. FOS works with other WHO departments, Regional Offices and WHO collaborating centres as well as other international and national agencies.” [Web site]

240. ***World Trade Organization (WTO).***

Homepage: <http://www.wto.org/> (accessed 8/8/05)

Description: “The World Trade Organization (WTO) is the only global international organization dealing with the rules of trade between nations. At its heart are the WTO agreements, negotiated and signed by the bulk of the world’s trading nations and ratified in their parliaments. The goal is to help producers of goods and services, exporters, and importers conduct their business.” [Web site]

241. ***Agriculture.***

URL: http://www.wto.org/english/tratop_e/agric_e/agric_e.htm (accessed 8/8/05)

Description: “The WTO’s Agriculture Agreement was negotiated in the 1986 94 Uruguay Round and is a significant first step towards fairer competition and a less distorted sector. It includes specific commitments by WTO member governments to improve market access and reduce trade-distorting subsidies in agriculture. These commitments are being implemented over a six year period (10 years for developing countries) that began in 1995.” [Web site]

Information about New rules; Market access; Domestic support; Exports; Net food importers; Mandates; Agreements; Proceedings; Negotiations; and a Searchable database of agriculture-related documents.

242. ***The Agreements: Agriculture: Fairer Markets for Farmers.***

URL: http://www.wto.org/english/thewto_e/whatis_e/tif_e/agrm3_e.htm (accessed 8/8/05)

Description: Guide to provisions and intent of WTO agreements pertaining to trade in agricultural products.

243. ***Sanitary and Phytosanitary Measures.***

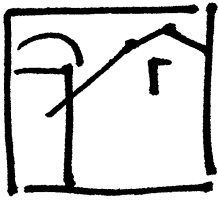
URL: http://www.wto.org/english/tratop_e/sps_e/sps_e.htm (accessed 8/8/05)

Description: “An agreement on how governments can apply food safety and animal and plant health measures (sanitary and phytosanitary or SPS measures) sets out the basic rules in the WTO.” [Web site]

244. ***WTO Documents Online.***

URL: http://docsonline.wto.org/gen_home.asp (accessed 8/8/05)

Description: “This database provides access to the official documentation of the World Trade Organization, including the legal texts of the WTO agreements.” [Web site]



Organic Agricultural Products: Marketing and Trade Resources

III. Marketing and Trade How-to Guides

About this chapter: This chapter contains references and links to educational and outreach materials including textbooks, workbooks, manuals, fact sheets and interactive guides. Emphasis is on online or otherwise readily available resources. Selected books and articles also are included, with availability/purchase information noted. While not indicated, online publications may also be available in print format.

In addition to publications cited in this chapter, there are many other resources listed throughout this guide that will assist in “how-to” market. See especially sources described in Chapter VII, [Support Organizations](#).

Direct marketing has traditionally been an important market outlet for organic products, and this chapter includes resources about farm direct marketing and community supported agriculture. Selected resources concerned with marketing niche and speciality agricultural products in general are also included. Texts about organic crop and livestock production often contain significant information about marketing techniques; for the most part, these texts are NOT covered in this publication.

Selected General Agricultural Marketing Guides

245. *Access eCommerce: Enhancing Rural Development through Electronic Commerce*. (Research Briefs) University of Minnesota Extension Service, 1998. *Note:* Includes links to eCommerce Research Briefs.

Full text: <http://www.access-econ.info/index.cfm?xid=MN> (accessed 8/8/05)

Description: “The University of Minnesota Extension Service developed the Access Minnesota Main Street eCommerce curriculum in 1998 for owners of small rural businesses. The program enables small businesses to find new markets, use the Internet as an effective business tool and participate in the global economy. In addition to the online curriculum, the program offers hands-on workshop materials to help introduce the program to business owners. Today, twelve states have licensed the online curriculum and the hands-on workshop materials for their own use.” [Web site]

246. *Agricultural Marketing: Commodity Marketing*. Pennsylvania State University, 2004 (last update).

Homepage: <http://agmarketing.extension.psu.edu/Commodity.html> (accessed 8/8/05)

Description: Includes documents: “Alternative Beef Marketing;” “Alternative Pork Marketing; Considerations for Grain Contracts;” “Crop Marketing Plan; Comparing Swine Niche Market Opportunities;” “Marketing Resources for Grain and Forage Producers;” “Small Dairy Resource Book;” “Starting a Marketing Club;” and “Value-Added Dairy Potential;” and “What Is Risk?”

247. *Agricultural Marketing: Retail Marketing*. Pennsylvania State University, 2004 (last update).

Full text: <http://agmarketing.extension.psu.edu/Retail.html> (accessed 8/8/05)

Description: Includes documents: “Before You Create Marketing Materials;” “Building Trust With Consumers;” “Checklist for a Roadside Market;” “Community Food Security Assessment Tool Kit Table of Contents;” “Customer Service;” “EcoLabel Value Assessment Consumer and Food Business Perception of Local Foods;” “Ecolabel Value Assessment Phase II: Consumer Perceptions of Local Foods;” “Farm Stands 101;” “How to Direct Market Farm Products on The Internet;” “Market Research - the ‘How To’;” and “Marketing Survey 2004,” by the National Grocers Association.

248. *Alternative Markets for the Individual Producer*, by David G. Kraenzel. (EC1140) North Dakota State University Extension, 1997. *Note:* First in a series devoted to exploring marketing alternatives for the individual producer.

Full text: <http://www.ext.nodak.edu/extpubs/agecon/market/ec1140w.htm> (accessed 8/8/05)

249. *Auditing in the Food Industry - From Safety and Quality to Environmental and Other Audits*, by Mike Dillon and Chris Griffith. Woodhead Publishing Limited (UK), 2001. 217p.
Information/abstract only: <http://www.woodheadpublishing.com/en/book.aspx?bookID=419> (accessed 8/8/05)
Description: “The food industry faces an unprecedented level of scrutiny. Consumers are not only concerned with the safety and quality of food products but also the way in which they are produced. At the same time the food industry has developed new ways of assuring appropriate standards for its products and their methods of production, developing systems such as TQM and HACCP to identify and manage key steps in production. These new methods require new skills in auditing. Auditing in the food industry provides an authoritative guide to the range of standards and the auditing skills they demand.” [Publisher’s Web site]
250. *Being the Shopper: Understanding the Buyer’s Choice*, by Phil Lempert. John Wiley and Sons, 2002. 245p. *Note*: Also available in E-Book format.
Information/abstract only: <http://www.wiley.com/WileyCDA/WileyTitle/productCd-0471151351.html> (accessed 8/8/05)
251. *Breaking into the Trade Game: A Small Business Guide to Exporting*. Small Business Administration (SBA), Office of International Trade, 2003? 87p.
Full text: <http://www.sbaonline.sba.gov/OIT/info/Guide-To-Exporting/index.html> (accessed 8/8/05)
Description: Chapters: Making the Export Decision; Making the E-Commerce Connection; Identifying International Markets; Foreign Market Entry; The Export Transaction; Export Financing; Transporting Goods Internationally; Strategic Alliances and Foreign Investment Opportunities; Glossary.
252. *Building a Sustainable Business: A Guide to Developing a Business Plan for Farms and Rural Businesses*. (Handbook Series Book, 6) Sustainable Agriculture Network (SAN)/Minnesota Institute for Sustainable Agriculture (MISA), 2003. 277p.
Full text: <http://www.sare.org/publications/business.htm> (accessed 8/8/05)
Description: “This guide brings the business planning process alive to help today’s alternative and sustainable agriculture entrepreneurs transform farm-grown inspiration into profitable enterprises. Sample worksheets lend a practical perspective and illustrate how real farm families set goals, researched processing alternatives, determined potential markets, and evaluated financing options. Blank worksheets help the reader develop a detailed, lender-ready business plan or map out strategies to take advantage of new opportunities.” [Web site]
253. *Collaborative Marketing: A Roadmap and Resource Guide for Farmers*, by Robert King and Gigi DiGiacoma. (BU-07539) Minnesota Institute for Sustainable Agriculture, 2000.
Full text: <http://www.extension.umn.edu/distribution/businessmanagement/DF7539.html> (accessed 8/8/05)
254. *Commercial Beef Niche Market Alternatives*, by Ted Darling. Alberta Agriculture, Food and Rural Development, 2001.
Full text: [http://www1.agric.gov.ab.ca/\\$department/deptdocs.nsf/all/agdex3458](http://www1.agric.gov.ab.ca/$department/deptdocs.nsf/all/agdex3458) (accessed 8/8/05)
255. “Community-Friendly Farm Creates Successful Marketing Venture.” *Field Notes (North Central Region Sustainable Agriculture Research and Education)* 10 (2001). *Note*: Excerpt from *New American Farmer* (SARE 2002).
Full text: <http://www.sare.org/ncrsare/Field%20Notes/fnpn0501.htm> (accessed 8/8/05)
256. “Cooperatively Producing and Marketing Natural Beef.” *Field Notes (North Central Region Sustainable Agriculture Research and Education)* 7 (1999).
Full text: <http://www.sare.org/ncrsare/Field%20Notes/fnpn0899.htm> (accessed 8/8/05)
257. *Energy-Efficient Grass-Based Meat and Veal Production and Marketing Manual*. Center for Agricultural Development and Entrepreneurship (CADE), 2003? 54p. *Note*: A NYSERDA-funded study.
Full text: <http://www.cadefarms.org/pdf/Production%20Manual.pdf> (accessed 8/8/05)
258. *FARMDOC - Farm Decision Outreach Central*. University of Illinois.
Homepage: <http://www.farmdoc.uiuc.edu/> (accessed 8/8/05)
Description: “The goal of the farmdoc Project is to improve farm decision-making under risk through education and research... Publications, decision tools and databases related to a variety of risk management issues are found throughout the site. Subject matter sections cover finance, marketing and outlook, management, law and taxation, and policy. Specialty sections are devoted to the AgMAS (Agricultural Market Advisory Services) Project, crop insurance, farmland owners, prices and weather, and ag web resources.” [Web site]

259. *Find Your Market First*. University of Wisconsin Extension, 1999.
Full text: <http://www.uwex.edu/ces/agmarkets/findmarket.html> (accessed 8/8/05)
Description: Chapters: Conducting Market Research; Following Trends; Developing a Marketing Plan.
260. *Fruit and Vegetable Marketing for Small-scale and Part-time Growers*. (Agricultural Alternatives) Pennsylvania State University, Cooperative Extension, 2000. 4p.
Full text: http://agalternatives.aers.psu.edu/farmmanagement/fruit_veggie/MarketingFruitAndVeggie.pdf (accessed 8/8/05)
261. *Guidelines for Exporters of Cut Flowers to the European Market*. Commonwealth Secretariat, 2003. 72p.
Information/abstract only: <http://www.styluspub.com/Books/BookDetail.aspx?productID=48095> (accessed 8/8/05)
Description: A consolidated and updated handbook. Provides guidelines for producers and exporters of cut flowers to the European Market.
262. *Guidelines for Exporters of Fruit and Vegetables to the European Market*. Commonwealth Secretariat, 2003. 72p.
Information/abstract only: <http://www.styluspub.com/Books/BookDetail.aspx?productID=48090> (accessed 8/8/05)
Description: A consolidated and updated handbook. Provides guidelines for producers and exporters of fresh fruit and vegetables to the European Market.
263. *Guidelines for Exporters of Medicinal Herbs to the European Market*. Commonwealth Secretariat, 2001.
Information/abstract only: <http://www.styluspub.com/Books/BookDetail.aspx?productID=48085> (accessed 8/8/05)
Description: This publication contains information on markets and market trends, competition, regulatory issues including quality issues, production within the EU, processing methods, product profiles and useful contacts including Web sites.
264. *How to Start a Food Co-op*. Cooperative Grocer's Information Network (CGIN), 2002. 70p.
Full text: <http://www.cgin.coop/howto.html> (accessed 8/8/05)
265. *Market Research Workbook*, by John M. Arnos, Ellen Peirce, and Henry H. Sineath. University of Missouri Extension, Missouri Small Business Development Centers, 2002. 30p.
Full text: http://www.mobdn.net/docs/market_research_workbook.asp (accessed 8/8/05)
266. *Marketing Alternatives for Specialty Produce*, by Larry Burt, Jim Kropf, and Curt Moulton. Oregon State University, 2002. *Note*: A Pacific Northwest Extension Publication.
Full text: <http://eesc.orst.edu/AgComWebFile/EdMat/PNW241.pdf> (accessed 8/8/05)
267. *Marketing Fact Sheets*. (FS845; FS846; FS848) Alberta Food and Agriculture, Food and Rural Development, 1999-2003.
Full text: [http://www1.agric.gov.ab.ca/\\$department/deptdocs.nsf/all/agdex4091#market](http://www1.agric.gov.ab.ca/$department/deptdocs.nsf/all/agdex4091#market) (accessed 8/8/05)
Description: Series includes "Essentials of Pricing," "Developing a Promotional Plan," and "Adding E-commerce to Your Agri-business."
268. *Marketing Options for Commercial Vegetable Growers*, by Brent Rowell, Tim Woods, and Jim Mansfield. (ID-134) University of Kentucky Extension, undated.
Full text: <http://www.ca.uky.edu/agc/pubs/id/id134/id134.htm> (accessed 8/8/05)
269. *Marketing Research for Entrepreneurs and Small Business Managers*, by David J. Snepenger. (MontGuide, MT 9013) Montana State University, College of Business, 1997.
Full text: <http://www.montana.edu/wwwpb/pubs/mt9013.html> (accessed 8/8/05)
270. *The National Organic Standards and Retailers*. Organic Trade Association (OTA), 2003.
Full text: <http://www.ota.com/standards/nop/standards.html> (accessed 8/8/05)
Description: Questions and answers covering: Overall retailer responsibility, Stream of Commerce, Contamination, Commingling, Cleaners and pest control, General cutting and packaging, Record-keeping, and Labeling and the USDA Organic seal.
271. *New Generation Cooperatives: Case Studies: Expanded 2001*, by Mary Holmes, Norman Walzer, and Christopher D. Merrett. Illinois Institute for Rural Affairs, 2001. 216p.
Full text: http://www.iira.org/pubsnew/publications/IVARDC_CS_198.pdf (accessed 8/8/05)

272. *New Product Development - Mapping the Process*. Manitoba Agriculture and Food and Rural Initiatives, 2001.
Full text: <http://www.gov.mb.ca/agriculture/financial/agribus/ccg01s00.html> (accessed 8/8/05)
Description: Includes segments on Market Research, Market Segmentation, Regulations, Labeling, Packaging and Financial Management.
273. *The NxLevel Training Network*.
Information/abstract only: <http://www.nxlevel.org/> (accessed 8/8/05)
Description: NxLevelL classes, including those for Agricultural Entrepreneurs and for Alternative Agriculture, are offered throughout the United States through the NxLevel Training Network.
274. *Recognize and Investigate Value-Added Opportunities and Constraints*, by Sheila Knop and Russell Tronstad. University of Arizona, Department of Agricultural and Resource Economics, 2000.
Full text: <http://ag.arizona.edu/arec/va/valaddopp&const.html> (accessed 8/8/05)
275. *Starting and Growing a Business*. Alberta Agriculture, Food and Rural Development, 2003.
Full text: [http://www1.agric.gov.ab.ca/\\$department/deptdocs.nsf/all/apa2314?OpenDocument](http://www1.agric.gov.ab.ca/$department/deptdocs.nsf/all/apa2314?OpenDocument) (accessed 8/8/05)
Description: Publication series to “assist prospective and emerging agri-food processors with helpful business and marketing information essentials to plan and operate a successful business.” [Web site]
276. *Steps to Ag Business Development*. Iowa State University Extension, Iowa Agricultural Opportunities, 2003.
Full text: <http://www.iowaagopportunity.org/steps/stepshomepage.html> (Web site is currently under construction, 8/8/05)
277. *Understanding Cooperatives: Agricultural Marketing Cooperatives*, by Marc Warman and Tracey L. Kennedy. USDA, Rural Business Cooperative Service, 1998. 4p.
Full text: <http://www.rurdev.usda.gov/rbs/pub/cir4515.pdf> (accessed 8/8/05)

Organic-Specific Marketing Guides

278. *Adding Value for Sustainability: A Guidebook for Agricultural Professionals*, by Kristen Markley and Duncan Hilchey. Cornell University, Community Food and Agriculture Program (CFAP), 1998.
Information/abstract only: http://www.cdtoolbox.org/agriculture_economic_development/000174.html (excerpt) (accessed 8/8/05)
279. *Adding Value through Environmental Marketing: Opportunities for Food Producers, Processors and Retailers. Conference Proceedings, December 6-7, 1999, Madison WI*. Institute for Agriculture and Trade Policy (IATP), 2000. 258p.
Full text: <http://www.iatp.org/labels/envcommodities/> (accessed 8/8/05)
280. *Adding Value through Sustainable Agriculture Entrepreneurship: Overview and Resources*, by Holly Born. Appropriate Technology Transfer for Rural Areas (ATTRA), 2003. 94p.
Full text: <http://attra.ncat.org/attra-pub/value-addedResource.pdf> (accessed 8/8/05)
Description: Resources to assist farmers in developing and managing value-added agricultural enterprises and approaches were compiled under a project funded, in part, by the USDA’s Southern Region Sustainable Agriculture Research and Education (SARE) Program and the Heifer Project International. National and regional resources are listed as well as a special section for farmers in the Southern states.
281. *Alternative Meat Marketing*, by Holly Born. Appropriate Technology Transfer for Rural Areas (ATTRA), 2000.
Full text: <http://attra.ncat.org/attra-pub/altmeat.html> (accessed 8/8/05)
Description: “This publication offers general information on alternative meat marketing. Topics include pitfalls to be aware of, production and processing, different types of direct marketing options, legal and regulatory considerations, and information on differentiating products through organic certification, natural and environmentally sound production, and targeting ethnic and religious markets.” [Web site]

282. **“Behind the Label: A Guide for Retailers.”** *Natural Foods Merchandiser* (August 2003). *Note:* 16-article Supplement. Full text: <http://www.naturalfoodsmerchandiser.com/ASP/currentIssue.asp?strIssueId=6&where=ARTICLEARCHIVE> (accessed 8/8/05)
283. ***Certification of Organic Foodstuffs in Developing Countries***, by Jochen Neuendorff and Ulrich Sabel-Koschella. Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ), 2001? 47p. *Note:* Available in English, French, Spanish, and German. Full text: <http://www2.gtz.de/dokumente/bib/02-5121.pdf> (accessed 8/8/05)
Description: The booklet describes the framework for the import of organic products from third countries to the international marketplaces of the European Union, Japan and the US. The conditions for the recognition of local certification bodies on the international markets are presented (i.e. ISO-Guide 65/EN 45011). Indications for the practical implementation of inspections in developing countries are given.
284. ***Creating an Organic Production and Handling System Plan: A Guide to Organic Plan Templates***, by George Kuepper. Appropriate Technology Transfer for Rural Areas (ATTRA), 2002. Full text: <http://attra.ncat.org/attra-pub/handlingsys.html> (accessed 8/8/05)
285. ***DPI and F and Organics***. State of Queensland, Department of Primary Industries and Fisheries (Australia), 2002 (updated 2005). Full text: <http://www.dpi.qld.gov.au/business/660.html> (accessed 8/8/05)
286. ***Exporting Organic Products: Marketing Handbook, 2nd Edition***, by Marion Buley, Suzanne Vaupel, and Peter Grosch. Protrade, Department Organic Products and Fine Foods, Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ), 1997. 132p. *Note:* Available in English, French, and Spanish. Full text: <http://www.gtz.de/organic-agriculture/english/lit/lit03.html#1> (accessed 8/8/05)
287. ***Flower Farmer: An Organic Grower’s Guide to Raising and Selling Cut Flowers***, by Lynn Byczynski. Chelsea Green Publishing, 1998. 224p. Information/abstract only: <http://www.chelseagreen.com/1997/items/47> (accessed 8/8/05)
288. ***Free-range Poultry Production and Marketing: A Guide to Raising, Processing, and Marketing Premium Quality Chicken, Turkey and Eggs***, by Herman Beck Chenoweth. Back Forty Books, 1997. *Note:* Companion video available. Information/abstract only: <http://www.back40books.com/store/prodinfo.asp?number=0-918779-00-6&variation=&aitem=5&mitem=20> (accessed 8/8/05)
289. **“Give Organics Top Billing,”** by Elaine Lipson. *Natural Grocery Buyer* (Spring 2005). Full text: http://www.newhope.com/naturalcategorybuyer/ncb_backs/Spring_05/organics.cfm (accessed 8/8/05)
290. ***Good Organic Retailing Practices Training Manual***. Organic Trade Association (OTA), 2002? 290p. Information/abstract only: <http://www.ota.com/bookstore/4.html> (accessed 8/8/05)
Description: “Manual was developed in association with the Independent Organic Inspectors Association and OTA staff to meet the needs of your store’s organic retail operations. In addition to general handling practices, the manual specifically addresses Fresh Produce, Bulk Foods, Meats and Prepared Foods (Deli, Bakeries and Juice Bars) and Pre-packaged Groceries departments. You will receive a comprehensive training manual and CD (including a copy of GORP) containing all the necessary forms and checklists.” [Web site]
291. ***Green Markets for Farm Products***, by Al Kurki and Nancy Matheson. Appropriate Technology Transfer for Rural Areas (ATTRA), 2001. 63p. Full text: <http://attra.ncat.org/attra-pub/greenmarkets.html> (accessed 8/8/05)
292. ***Growing Your Range Poultry Business: An Entrepreneur’s Toolbox***, by Anne Fanatico and David Redhage. Appropriate Technology Transfer for Rural Areas (ATTRA), 2002. 63p. Full text: <http://attra.ncat.org/attra-pub/PDF/poultrytoolbox.pdf> (accessed 8/8/05)
293. ***Handbook of Organic Food Processing and Production***, by Simon Wright and Diane McCrea. 2nd edition. Blackwell Science (UK), 2000. 238p. Information/abstract only: <http://www.blackwellpublishing.com/book.asp?ref=0632055413> (accessed 8/8/05)

Description: Chapters include: International Legislation and Importation, Fruit and Vegetables, Organic Meat and Fish: Production, Processing and Marketing, and Organic Dairy in the United States.

294. ***Herbal Harvest: Commercial Organic Production of Quality Dried Herbs***, by Greg Whitten. 3rd edition. Bloomings Books (Australia); distributed by Chelsea Green Publishing, 2004. 556p.
Information/abstract only: <http://www.chelseagreen.com/2004/items/herbalharvest> (accessed 8/8/05)

295. ***International Organic Inspection Manual***, by James A. Riddle and Joyce E. Ford. Independent Organic Inspectors Association (IOIA)/International Federation of Organic Agriculture Movements (IFOAM), 2000. 264p. *Note:* Available in English and Spanish.
Information/abstract: <http://www.ioia.net/pubinfo.htm#manual> (accessed 8/8/05)

296. ***Marketing Organic Grains***, by Holly Born and Preston Sullivan. Appropriate Technology Transfer for Rural Areas (ATTRA), 2005. 16p.
Full text: <http://www.attra.ncat.org/attra-pub/PDF/marketingorganicgrains.pdf> (accessed 8/8/05)

297. “**Marketing Success Stories: Organic Farmers Share their Successes and Challenges**,” by Michelle Frain. *New Farm* (2003).
Full text: <http://www.newfarm.org/depts/midatlantic/Fact%20Sheets/success.shtml> (accessed 8/8/05)
Description: Excerpts from conversations with Ed Fry and Chris Petersheim.

298. ***Organic Certification, Farm Production Planning, and Marketing***, by Mark Gaskell et al. (Organic Vegetable Production in California, 7247) University of California, Division of Agriculture and Natural Resources, Vegetable Research and Information Center, 2000. 4p.
Full text: <http://anrcatalog.ucdavis.edu/pdf/7247.pdf> (accessed 8/8/05)

299. “**Organic Marketing and Economics**.” In ***Organic Farming Compliance Handbook: A Resource Guide for Western Region Agricultural Professionals***, by Brian Baker et al. University of California, Sustainable Agriculture Research and Education Program (SAREP), 2005?
Full text: <http://www.sarep.ucdavis.edu/organic/complianceguide/> (accessed 8/8/05)

300. ***Organic Resource Manual***, by Nancy Taylor and Leslie Zenz. (SARE Project, EW 96.006) Washington State Department of Agriculture, Organic Food Program, 1999. 92p.
Full text: <http://agr.wa.gov/FoodAnimal/Organic/docs/OrganicResourceManual.pdf> (accessed 8/8/05)

301. ***Pastured Poultry Profits***, by Joel Salatin. Polyface Farms; distributed by Chelsea Green Publishing, 1996. 334p.
Information/abstract only: <http://www.chelseagreen.com/1996/items/491> (accessed 8/8/05)

302. “**Phil Foster Ranches: A Case Study of an Organic Vegetable Farm**,” by William J. Brown. *Journal of Agribusiness* 20, no. 2 (2002): 175-196.
Full text: <http://www.agecon.uga.edu/~jab/Library/f02-06.pdf> (accessed 8/8/05)

303. ***Selling Certified Organic Produce to Retail Produce Markets in the Upper Midwest***, by Laurie S. Z. Greenberg. University of Wisconsin, Center for Integrated Agricultural Systems (CIAS), 2000. 18p.
Full text: <http://www.cias.wisc.edu/pdf/greenbrg.pdf> (accessed 8/8/05)

Direct Farm Marketing Guides

304. “**The ABCs of Marketing to Restaurants**,” by Michelle Frain. *New Farm* (2002).
Full text: <http://www.newfarm.org/features/0802/restaurant.shtml> (accessed 8/8/05)

305. ***Approaching Foodservice Establishments with Locally Grown Products***. University of Nebraska-Lincoln, Food Processing Center, 2003. *Note:* Prepared for the North Central Initiative for Small Farm Profitability.
Full text: <http://www.farmprofitability.org/research/grownlocal2/grownlocal2.htm> (accessed 8/8/05)

Description: Report summarizes the initial findings of a survey of members of the Chefs Collaborative organization. PDF version available at http://www.foodmap.unl.edu/report_files/ChefCollaborative.pdf?action=DSRPT&=101 (accessed 8/8/05).

306. ***Bringing Local Food to Local People: A Resource Guide for Farm-to-School and Farm-to-Institution Programs***, by Barbara C. Bellows, Rex Dufour, and Janet Bachmann. Appropriate Technology Transfer for Rural Areas (ATTRA), 2003. 28p. Full text: <http://attra.ncat.org/attra-pub/PDF/farmtoschool.pdf> (accessed 8/8/05)

Description: This publication provides farmers, school administrators, and institutional food-service planners with contact information and descriptions of existing programs that have made these connections between local farmers and local school lunchrooms, college dining halls, or cafeterias in other institutions.

307. ***Community Foods***. Kerr Center for Sustainable Agriculture, 2005.

Full text: http://www.kerrcenter.com/community_food/articles.htm (accessed 8/8/05)

Description: Information and articles about local and direct marketing enterprises.

308. ***Considering Selling Value-Added Products at Shopping Malls: Not a Straightforward Issue***, by Anne Dalton and Rob Holland. (CPA Info, 77) University of Tennessee, Center for Profitable Agriculture, 2003. 2p.

Full text: <http://cpa.utk.edu/pdffiles/cpa77.pdf> (accessed 8/8/05)

309. ***Direct Farm Marketing and Tourism Handbook***. University of Arizona, Department of Agricultural and Resource Economics, 2000.

Full text: <http://ag.arizona.edu/arec/pubs/dmkt/dmkt.html> (accessed 8/8/05)

310. ***Direct Marketing***, by Katherine Adam. Appropriate Technology Transfer for Rural Areas (ATTRA), 1999.

Full text: <http://attra.ncat.org/attra-pub/directmkt.html> (accessed 8/8/05)

311. ***Direct Marketing of Farm Produce and Home Goods: Direct Marketing Alternatives and Strategies for Beginning and Established Producers***, by John Cottingham et al. University of Wisconsin Extension, undated. 28p.

Full text: <http://cecommerce.uwex.edu/pdfs/A3602.PDF> (accessed 8/8/05)

312. “E-Commerce for Farmers: Yes, You Can!” by Michelle Frain. *New Farm* (2003).

Full text: <http://newfarm.org/depts/midatlantic/Fact%20Sheets/e-commerce.shtml> (accessed 8/8/05)

313. ***Face to Face Farming and Eating: Personal Relationships in Alternative Food Systems***, by Mary Hendrickson. University of Missouri Outreach and Extension, Food Circles Networking Project, undated. 4p.

Full text: <http://www.foodcircles.missouri.edu/facetoface.pdf> (accessed 8/8/05)

314. ***Farm Direct Marketing: Guide to Educational Resources***, by David Chaney, Gail Feenstra, and Jeri Ohmart. University of California, Sustainable Agriculture Research and Education Program (SAREP)/Sustainable Agriculture Research and Education (SARE), 2004.

Full text: <http://wsare.usu.edu/pub/index.cfm?sub=mktsearch> (accessed 8/8/05)

Description: “This annotated listing includes practical, high quality resources such as print publications, videos, and Web resources...” [Web site]

315. ***Farmers Markets and Small Farm Marketing Strategies Project: Case Studies***. University of California, Sustainable Agriculture Research and Education Project (SAREP), 2003.

Full text: <http://www.sarep.ucdavis.edu/cdpp/farmersmkt.htm> (accessed 8/8/05)

Description: “The case studies above highlight the specific ways in which two particular markets have helped vendors prosper and enrich their communities.” [Web site]

316. ***Farmers’ Markets Rules, Regulations and Opportunities***, by Neil D. Hamilton. National Agricultural Law Center, 2002. 47p.

Full text: http://www.nationalaglawcenter.org/assets/articles/hamilton_farmersmarkets.pdf (accessed 8/8/05)

Description: “The purpose of this study is to examine the structure and operation of farmers’ markets in the United States, giving special attention to the legal and regulatory issues that may shape their operation. By looking at the rules and regulations markets use and by considering issues markets experience, it is possible to identify the most important challenges

vendors and managers of markets may face. It is also possible to make some common sense suggestions on how markets can best address and resolve issues while maintaining their friendly and relatively informal nature. The goal of this article is to provide a resource that will be valuable for farmers considering a farmers' market, to vendors now selling at them, to the organizers and managers who run markets, and to those thinking about creating new markets." [Web site]

317. ***How to Direct-Market Farm Products on the Internet***, by Jennifer Claire V. Klotz. USDA, Agricultural Marketing Service (AMS), Transportation and Marketing Programs, Marketing Services Branch, 2002. 50p.

Full text: <http://www.ams.usda.gov/tmd/msb/pdfpublist/internetmarketing.pdf> (accessed 8/8/05)

Description: This publication provides basic information and suggestions for direct farm marketers on selecting and tailoring a Web site to meet their marketing needs and goals, including: Reasons for considering using the Web for direct farm marketing; How to develop a marketing plan; How to research the market; How to set up and market the Web site. References are cited to enable producers to undertake additional research on Internet marketing. Feedback from producers who use the Internet is included to demonstrate the challenges and the benefits of using this marketing tool.

318. **"The Key to Successful Direct Marketing: Use Your Head!"** by Laura Sayre. *New Farm* (2003).

Full text: http://www.newfarm.org/depts/talking_shop/0104/food_farm.shtml (accessed 8/8/05)

Description: Report from the 5th Annual Future of Our Food and Farms Summit, advanced course in direct marketing.

319. ***Keys to Success in Value-Added Agriculture***, by Holly Born. Southern Sustainable Agriculture Working Group/National Center for Appropriate Technology's ATTRA Project, 2001.

Full text: <http://attra.ncat.org/attra-pub/summaries/keystosuccess.html> (accessed 8/8/05)

Description: "Fourteen farmers in the Southern U.S. were interviewed for a project funded, in part, by the USDA's Southern Region Sustainable Agriculture Research and Education (SARE) Program. This publication presents, largely in the farmers' own words, important lessons they learned in adding value to their farm products and marketing directly to consumers. The keys to their success in value-added agriculture include high quality, good record-keeping, planning and evaluation, perseverance, focus, and building long-term relationships with customers." [Web site]

320. ***Legal Guide for Farm Marketers***, by Neil D. Hamilton. Drake University Agricultural Law Center, 1999. 235p.

Information/abstract only: <http://www.drake.edu/newsevents/releases/jan00/011300farmers.html> (accessed 8/8/05)

321. ***Marketing Strategies for Farmers and Ranchers***. Revised edition. Sustainable Agriculture Network (SAN), 2003.

Note: Also available with accompanying PowerPoint presentation on CD ROM.

Full text: <http://www.sare.org/publications/marketing.htm> (accessed 8/8/05)

322. ***The New Farmers' Market: Farm-Fresh Ideas to Make Market Sales Sizzle***, by Eric Gibson, Vance Corum, and Marcie Rosenzweig. New World Publishing, 2001. 272p. **Note:** Published in collaboration with the Sustainable Agriculture Research and Education program (USDA).

Information/book excerpts: <http://www.nwpub.net/nfm.html> (accessed 8/8/05)

323. ***Safe Sell Dairy: Creative Ways to Sell Dairy Products Safely at Farmers' Markets***, by Courtney Haase. Nunsuch, 2004. 76p.

Information/abstract only: <http://www.nunsuch.org/safesell.htm> (accessed 8/8/05)

Description: "Contains information on various aspects of direct selling. Legal, presentation and food safety issues are discussed and many innovative suggestions are recommended." [Web site]

324. ***Selling Directly to Restaurants and Retailers***, by Gail Feenstra, Jeri Ohmart, and David Chaney. University of California, Sustainable Agriculture Research and Education Program (SAREP), 2003. 5p.

Full text: <http://www.sarep.ucdavis.edu/cdpp/selldirect.pdf> (accessed 8/8/05)

325. ***Selling Local Food to Restaurants and Food Services: Why and How***. (Report Brief) University of Missouri Outreach and Extension, Food Circles Networking Project, undated. 1p.

Full text: <http://www.foodcircles.missouri.edu/selltorestaurants.pdf> (accessed 8/8/05)

326. ***Selling Your Products Through Mail Order***. Massachusetts Department of Agricultural Resources, Bureau of Markets, 2003.

Full text: <http://www.state.ma.us/dfa/markets/publications/selling%5Fyour%5Fproducts%5Fthrough%5Fmailorder.htm> (accessed 8/8/05)

327. *Sustainable Vegetable Production from Start-Up to Market*, by Vernon P. Grubinger. (NRAES, 104) Cornell Cooperative Extension, Natural Resource, Agriculture, and Engineering Service, 1999. 280p.
Information/abstract only: <http://www.nraes.org/publications/nraes104.html> (accessed 8/8/05)

328. *Teaching Direct Marketing and Small Farm Viability: Resources for Instructors*, by Albie Miles and Martha Brown. Center for Agroecology and Sustainable Food Systems (CASFS), 2005.

Full text: <http://zzyx.ucsc.edu/casfs/instruction/tdm/> (accessed 8/8/05)

Description : “This instructor’s resource features class and field demonstration outlines, trainee exercises, and resource materials, with a focus on CSA. The manual can be used in a classroom setting or adapted for other training formats, such as short courses, conferences, and field days.” [Web site] Also available in print format from CASFS.

329. *Western Profiles of Innovative Agricultural Marketing: Examples from Direct Farm Marketing and Agri-Tourism Enterprises*, by Russell Tronstad. (Publication, AZ1325) Western Extension Marketing Committee/University of Arizona, CALSmart, 2003. 128p.

Full text: <http://cals.arizona.edu/AREC/wemc/westernprofiles.html> (accessed 8/8/05)

Selected Organic Enterprise Budgets

For the producer, enterprise budgets can put marketing costs into the context of the whole production picture.

330. *Crop Rotational Budgets for Three Cropping Systems in the Northeastern United States*. Rutgers Cooperative Extension, 1999.

Full text: <http://aesop.rutgers.edu/~farmmgmt/ne-budgets/NEbudgets.html> (accessed 8/8/05)

Description: Budget categories: Conventional Production Practices, Integrated Crop Management Production Practices, and Organic Production Practices. Budgets under Organic Production Practices include cabbage, cauliflower, corn, cucumbers, dairy goat milk, apples, hay alfalfa, lettuce, pumpkin, soybeans, spring lamb, tomatoes and onions. Site also incorporates an Interactive SmartForm for creating your own custom crop budget.

331. *Organic Apples - Okanagan Valley, Slender Spindle - 1210 Trees/acre*. (Planning for Profit) Ministry of Agriculture, Food and Fisheries, British Columbia, 2001.

Full text: http://www.agf.gov.bc.ca/busmgmt/budgets/budget_pdf/tree_fruits/organic_apples_2001.pdf (accessed 8/8/05)

332. *Organic Farming Cost Studies*, by Karen Klonsky and Laura Tourte. University of California, Davis, Department of Agricultural and Resource Economics, 1992-2004.

Full text: <http://www.sarep.ucdavis.edu/pubs/Costs.htm> (accessed 8/8/05)

Description: Series of fourteen studies of California organic production systems: Organic Almonds - Sprinkler Irrigated, San Joaquin Valley North (2002); Organic Almonds - Flood Irrigated, San Joaquin Valley North (1992); Organic Almonds - Sprinkler Irrigated, San Joaquin Valley North (1992); Organic Apples, Central Coast (1994); Organic Apples, North Coast (1994); Organic Broccoli, Central Coast (2004); Organic Cotton, San Joaquin Valley North (1995); Organic Grapes (Wine) with Cover Crop, North Coast (1992); Organic Oranges, South Coast (1997).

333. *Organic Goldenseal Production Enterprise Budget*, by Roger Sego. Washington State University, 2001.

Full text: <http://smallfarms.wsu.edu/crops/organicGoldenseal.html> (accessed 8/8/05)

Description: 1 Acre estimated Costs and Returns, as of 1/31/2001. “This budget represents the work of one experienced grower only. It is not a budget that has been prepared by Washington State University.” [Web site]

334. *Organic Pork Production: A Two-litter Pasture Farrow-to-Finish Budget*, by Jude M. Becker, Mark S. Honeyman, and James B. Kliebenstein. (ASL, R1679) Iowa State University, 1999?

Full text: <http://www.extension.iastate.edu/ipic/reports/99swinereports/asl-1679.pdf> (accessed 8/8/05)

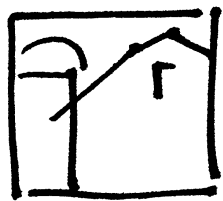
335. *Projected 2003 Organic Crop Budgets South Central North Dakota*, by Andrew Swenson, Brad Brummond, and Ron Haugen. (Farm Management Planning Guide, Section VI, Region 5) North Dakota State University Extension, 2003.

Full text: <http://www.ext.nodak.edu/extpubs/agecon/ecguides/2003org.pdf> (accessed 8/8/05)

Description: The organic crop budgets for 2003 provide an estimate of revenues and costs for the organic production of selected crops in south central North Dakota.

336. *Small-Scale Egg Production (Organic and Nonorganic)*. (Agricultural Alternatives) Pennsylvania State University, 1999. 6p.

Full text: http://agalternatives.aers.psu.edu/livestock/small_scale_egg/small_scale_egg.pdf (accessed 8/8/05)



Organic Agricultural Products: Marketing and Trade Resources

IV. Marketing and Trade Research Tools Online

About this chapter: This chapter is a guide to guides, with references for various types of directories and listings useful to the organic food handler and marketer. These include Web directories (cyberguides) and Web portals documenting market outlets, brokers, supplies and suppliers, marketing literature and research, news services, and Internet links. References are grouped by general type. Descriptions in quotation marks are descriptions taken directly from the source's Web site or print publication. No endorsement by the Alternative Farming Systems Information Center is intended.

Online sites and documents are emphasized in these listings. Unless otherwise noted, access to these resources is free. A few are fee-based, have only partial information online or are print-only in format. Availability information is noted. Many items listed here fall under more than one category but are listed only once under the most applicable grouping. Check the Title Index to this publication for specific resource names.

Several of the sources listed here are not specific to organic production and handling; however, they do contain information about food marketing and trading enterprises that organic marketers will find helpful.

Internet Portals, Cyberguides and News Services

337. **Agribusiness Online.** Fintrac, Inc.

Homepage: <http://www.agribusinessonline.com/> (accessed 8/8/05)

Description: "A free market intelligence and technical information service for agribusiness professionals... created through the merger of Fintrac's Global Agribusiness Information Network and Market Ag Links to market intelligence and technical information services for agribusiness professionals." [Web site] Resources categorized as Market Guides, Crop Guides, Industry Events, Market Prices, Statistics, Web Directory and Regulations. Fully searchable; 67 items retrieved using search term, "organic" 5/20/05.

338. **Agricultural Marketing Resource Center (AgMRC): An Information Resource for Value-added Agriculture.** Iowa State University.

Homepage: <http://www.agmrc.org/> (accessed 8/8/05)

Description: This site contains a wealth of original and referenced resources in the form of commodity profiles, market reports, literature reviews, link pages, directories, a newsletter, calendar of events, and more. There is also an "Ask a Specialist" option. Significant Direct Marketing and Organic coverage: Organic Food Trends, Organic Crop and Meat Profiles. Of special interest are directories of: USDA-funded Agricultural Innovation Centers; State Resources/Contacts for value-added agriculture information; Value-Added Agricultural Consultants and Service Providers; and Value-Added Agricultural Businesses.

339. **Agriculture Network Information Center (AgNIC): AgEcon Search: Agricultural and Applied Economics Resources on the Internet.** University of Minnesota, McGrath Library.

Homepage: <http://agecon.lib.umn.edu/AgNIC/> (accessed 8/8/05)

Description: Cyberguide to reference and statistical resources online including many sites under Agricultural Marketing and Agricultural Trade.

340. **Business Resources.** USDA, National Agricultural Library, Rural Information Center, 2005.

Homepage: <http://www.nal.usda.gov/ric/ruralres/business.htm> (accessed 8/8/05)

Description: Links to business sources with particular relevance to rural enterprises - general, planning, best practices and case studies, funding and program assistance, statistics and data resources, publications and contact directories.

341. **Center for Cooperatives.** University of Wisconsin.

Homepage: <http://www.wisc.edu/uwcc/> (accessed 8/8/05)

Description: Links to Cooperatives (including Marketing), Publications, domestic and international news stories, an events calendar, and more.

342. **Cooperative Grocer's Information Network (CGIN).**

Homepage: <http://www.cgin.coop/> (accessed 8/8/05)

Description: CGIN currently offers three primary services: listserv for members, CGIN Idea and Resource Exchange (including basic resource library - featuring over 600 sample forms, articles, training materials, policy manuals, brochures, and other items, and general Web pages and information, and an events calendar), and pages of general Web pages and information. Some content limited to paid subscribers.

343. **CropChoice.com.**

Homepage: <http://www.cropchoice.com/> (accessed 8/8/05)

Description: "Alternative news and information source for American farmers and consumers about genetically modified crops, corporate agribusiness concentration, farm and trade policy, sustainable agriculture, wind farming and alternative energy, and rural economic and social issues." [Web site] Includes organic marketing and production issues; full-text news articles included.

344. **Food Industry.** Agricultural Marketing Resource Center (AgMRC).

URL: <http://www.agmrc.org/agmrc/markets/Food/foodindustry.htm> (accessed 8/8/05)

Description: "This section provides information to help you understand and analyze the food industry in terms of value-added markets and industries." [Web site] Topic categories include: Attribute Marketing; Branded Food Products; Direct Markets; Food Profitability; Food Safety; Industry Structure; International Issues; Labeling Issues; Market Trends; Packaging; Quality Management Systems; and Specialty Food.

345. **Food Marketing and Processing (FoodMAP).** North Central Initiative for Small Farm Profitability.

Homepage: <http://www.foodmap.unl.edu/> (accessed 8/8/05)

Description: "A clearinghouse of research reports, case studies, and other industry specific articles and links relating to value-added market opportunities for farmers and ranchers in the Midwest." [Web site] 10 items retrieved using search term, "organic" 5/31/05.

346. **FoodUSA, FoodNavigator.com.** Novis Industry and Science News.

Homepage: <http://www.foodnavigator-usa.com/> (accessed 8/8/05)

Description: This multi-level portal is the U.S. edition of Food Navigator (UK). It focuses on information about food ingredients, science and nutrition, legislation, food safety and markets for the food and drink manufacturing industries. There are news headlines and an articles archive; product and market reports, and access to many related e-newsletter on related food topics. Fully searchable: 65 items retrieved on this site plus 1982 items from other Novis' sites using search term, "organic" 6/28/05. Full access is by paid subscription.

347. **FruitNet.com - The Global Fresh Produce Portal.** Eurofruit Magazine (UK) and Fruchthandel Magazine (Germany).

Homepage: <http://www.fruitnet.com/> (accessed 8/8/05)

Description: Links to international information about Market and Trade Data and Statistics, Transportation Logistics, Policy, trade sites, and an events calendar. Fully searchable: 34 news, 11 feature, and 7 directory items retrieved using search term, "organic" 5/23/05.

348. **Gourmetretailer.com.**

Homepage: <http://www.gourmetretailer.com/gourmetretailer/index.jsp> (accessed 8/8/05)

Description: "Web site created for retailers in the specialty food and housewares industries... industry news, trade show dates and information, links to industry associations, web-exclusive articles, and a searchable archive of hundreds of articles from *The Gourmet Retailer* print edition." [Web site] 47 items retrieved using search term, "organic" 6/28/05.

349. **HerbWorld Online: Herbal Business Tools.**

Homepage: <http://www.herbworld.com/> (accessed 8/8/05)

Description: “The Herb Growing and Marketing Network is the largest trade association specifically for the herb industry with around 2000 members in existence since 1990. We are an information service for our members offering material on anything related to being in an herb business.” [Web site] Access to Herbal Green Pages directory (partial listings); Herb Associations directory and Herb calendar is free.

350. ***Horticultural Business Information Network: A Guide to Strategically Managing Green Industry Firms***. University of Tennessee Cooperative Extension.

Homepage: <http://www.utextension.utk.edu/hbin/> (accessed 8/8/05)

Description: Topic areas include Direct Marketing and Value Added.

351. ***Institute of Food Science and Technology (IFST)***.

Homepage: <http://www.ifst.org/> (accessed 8/8/05)

Description: UK professional organization publishes guides, monographs, FAQs, position papers and more.

352. ***Just-food.com: Business Knowledge Providers***.

Homepage: <http://www.just-food.com/> (accessed 8/8/05)

Description: Headed by Catherine Sleep, this UK Web site offers news articles, newsletters, business listings, trading information, job listings and access to over 1500 reports, books and research products from leading market information providers. Full access is by paid subscription.

353. ***The NewFarm.org***. Rodale Institute.

Homepage: <http://www.newfarm.org/> (accessed 8/8/05)

Description: In addition to being an online magazine featuring “farmer-to-farmer know-how” including “success stories with expert resources for crop and livestock production, direct marketing, local food systems, etc., this resource includes price indexes (OPX and Grassroots OPX), New Farm Forums, Resource Directory, Farm Locator, Certifier Directory and Classifieds.

354. ***NPI Center.com***. Nutritional and Natural Products Industry Center.

Homepage: <http://www.npicenter.com/> (accessed 8/8/05)

Description: “Features a database of over 14,000 companies and their products and services, news updated as frequently as every five minutes, daily and weekly e-newsletters, a Career Center, discussions, articles, product showcase and much more.” [Web site]

355. ***Organic Agriculture: Market Information (Canada)***. Agriculture and Agri-food Canada.

Homepage: http://ats.agr.ca/can/3590_e.htm (accessed 8/8/05)

Description: Links to standards, certifiers, contacts, suppliers, statistics, events calendars, news items, and publications.

356. ***The Organic Cotton Site***. Sustainable Cotton Project.

Homepage: <http://www.sustainablecotton.org/> (accessed 8/8/05)

Description: “This site is dedicated to all the farmers, manufacturers, activists, retailers and others who are devoting their energies to making organic cotton a viable agricultural and economic alternative.” Site includes online news articles; “Designing and Manufacturing with Organic Cotton” links; and access to the *Organic Cotton Directory*.

357. ***Organic Exchange***.

Homepage: <http://www.organicexchange.org/> (accessed 8/8/05)

Description: “Organic Exchange is a non-profit business organization focused on creating environmental and social benefits through the expansion of organic agriculture. Our first project focuses on transitioning 10% of the world’s demand for and supply of cotton to organic cotton within 10 years.” [Web site] Site includes presentations and lists of information resources as well as searchable directories for consumers (brand names, etc.) and for business services, e.g. manufacturing and marketing expertise, products and services.

358. ***Organic Marketing Resources***. Appropriate Technology Transfer for Rural Areas (ATTRA), 2004.

Full text: <http://attra.ncat.org/attra-pub/markres.html> (accessed 8/8/05)

Description: “Market resources for organic food and fiber products, including organic prices, sales data, market trends, and other market data, organic trade associations, directories, and other organic marketing publications and resources, with contact information for ordering them.” [Web site]

359. **Organic.org - Organic Information Harvest Daily.** Organic Vision, LLC.
 Homepage: <http://www.organic.org/> (accessed 8/8/05)
Description: “We provide the latest news, reviews of the best organic products, and a delicious array of recipes with unparalleled nutritional sorting functionality to assist you in your cooking and lifestyle decisions. Additionally, we have established a Store Finder and a Forum to help bring the organic community together.” [Web site]
360. **Packworld.com/Packaging World Magazine.** Summit Publishing.
 Homepage: <http://www.packworld.com/> (accessed 8/8/05)
Description: Site offers access to an online Buyer’s Guide, research reports and current and archived issues of the magazine. Most content is available by paid subscription.
361. **Resources for Small Food Processors and Potential Entrepreneurs.** Pennsylvania State University, Department of Food Science.
 Homepage: <http://foodsafety.psu.edu/processor/resources.htm> (accessed 8/8/05)
Description: Food Entrepreneur Resources: Site and document links in categories: Making the Decision to Become a Food Processor; Resources for Starting a Food Business; Regulations for Food Processors; General Microbiology and Food Safety; Best Practices for Safe Production of Foods; Food Processing Technology; Food Testing Laboratories; Equipment and Packaging Resources; Food Processing Incubators; Direct Marketing Opportunities and Farm Alternatives; University Assistance Centers for Food Entrepreneurs.
362. **STATpub.com.** STAT Communications, Ltd.
 Homepage: <http://www.statpub.com/> (accessed 8/8/05)
Description: “Market intelligence for the world’s agriculture industry since 1988.” [Web site] Canadian and international commodity/market reports and news service by topic including Organic. Fully searchable: 268 items retrieved using search term, “organic” 6/28/05. Full access is by paid subscription.
363. **Web Resources for International Trade.** Federation of International Trade Associations (FITA).
 URL: <http://www.fita.org/webindex/> (accessed 8/8/05)
Description: “The most comprehensive searchable database of International Trade Web Resources on the Internet! More than 7000 links to International Trade/Import-Export Web sites are annotated and indexed.” [Web site]
364. **What Financial Resources are Available to Assist Small Farms?** (RIC’s Small Farm FAQ) USDA, National Agricultural Library, Rural Information Center.
 URL: <http://www.nal.usda.gov/ric/faqs/farmfaq.htm> (accessed 8/8/05)
365. **What Information and Funding Resources are Available for Small Businesses?** (RIC’s Small Business FAQ) USDA, National Agricultural Library, Rural Information Center.
 URL: <http://www.nal.usda.gov/ric/faqs/busnsfaq.htm> (accessed 8/8/05)
366. **Where to Find Information for Doing Marketing and Business Studies,** by Mary Holz-Clause. Agricultural Marketing Resource Center (AgMRC), 2003.
 Full text: <http://www.agmrc.org/agmrc/business/startingbusiness/wheretofindinformation.htm> (accessed 8/8/05)

Business Directories and Commodity Trading Sites

367. **All Organic Links: The Global Resource for Organic Information.**
 Homepage: <http://www.allorganiclinks.com/> (accessed 8/8/05)
Description: Online listings include Associations and Organizations, Brokers, Consultants, Distributors, Eco- Marketplaces, Growers, Importers and Exporters, Ingredient Suppliers and Manufacturers, Organic Fibers, Organic Events, Supplies and Services, and USDA Accredited Certifying Agents.
368. **AMAD Agricultural Market Access Database.**
 Homepage: <http://www.amad.org/> (accessed 8/8/05)
Description: “AMAD results from a co-operative effort by Agriculture and AgriFood Canada; EU Commission - Agriculture

Directorate-General; Food and Agriculture Organisation of the United Nations; Organisation for Economic Co-operation and Development; The World Bank; United Nations Conference on Trade and Development; and United States Department of Agriculture - Economic Research Service. The database includes a broad set of information in a format intended to facilitate reference and calculation. There is currently data for 50 countries. Updates once each year. The purpose of this database is to provide a common data set on tariffs, TRQs and imports, as well as the tools for researchers, policymakers, and others to use in analyzing levels of tariff protection in agriculture among WTO Members.” [Web site] Available free with required registration/login.

369. **Annual Guide to Food Industry Services.** Institute of Food Technologists (IFT).

Homepage: <http://annualguide.ift.org/cms/> (accessed 8/8/05)

Description: “Catalogs and describes services rendered by individuals, companies, and associations on a contract or fee basis. Listings are solicited from a list of previous Guide advertisers; advertisers in Food Technology’s Classified Advertising section; exhibitors of food industry services at IFT’s Food Expo; and other laboratories, consultants, processors, engineers, agencies, information services, associations, and service organizations.” [Web site] Originally published in the March 2005 issue of *Food Technology* magazine.

370. **Co-op America’s Green Pages Online.** Co-op America.

Homepage: <http://www.coopamerica.org/pubs/greenpages/> (accessed 8/8/05)

Description: “The only national directory of screened green and Fair Trade businesses.” [Web site] Searchable by state, keyword and product category; includes organic. Also available in print or CD format.

371. **Directory for Organic Cotton and Organic Cotton Products.** PAN Germany.

URL: <http://www.organiccottondirectory.net/> (accessed 8/8/05)

Description: Search for processors, certifiers, consultants, associations, products and more by country or internationally.

372. **Directory of Organics in Canada/ Répertoire du Bio au Canada.** Canadian Organic Growers (COG), 2004.

Homepage: <http://www.cog.ca/orgdirectory.htm> (accessed 8/8/05)

Description: Contacts for certifiers, suppliers, research organizations, etc. Also available in print format.

373. **The Directory of the Canning, Freezing, Preserving Industries.** E.E Judge Publishing.

Information/abstract only: <http://www.eejudge.com/deluxe.html> (accessed 8/8/05)

Description: Published annually. Includes detailed company information on Cannerys, Glasspackers, Aseptic Packers, Freezers, Driers/Dehydrators, a Trade Association List, and a Detailed Product Index. Also available in CDROM format.

374. **The Eat Well Guide.** Institute for Agriculture and Trade Policy (IATP)/Global Resource Action Center for the Environment (GRACE).

Homepage: <http://www.eatwellguide.org/search.cfm> (accessed 8/8/05)

Description: Searchable database “designed to help consumers locate sustainably raised meats, eggs, and dairy in their local area, or by online order if there are few local options.” [Web site]

375. **Food Cooperative Directory.** Cooperative Grocer.

URL: <http://cooperativegrocer.coop/coops/> (accessed 8/8/05)

Description: Search or browse 298 co-ops by state or services.

376. **Food Master.** Business News Publishing.

Homepage: <http://www.foodmaster.com> (accessed 8/8/05)

Description: Two directories, published annually: *Ingredients, R and D and Services*; and *Equipment Supplies and Service*. Both are searchable by company and product category. Also available in print format. See also *Wellness and Organic Ingredients Directory* below.

377. **Food Technology Buyer’s Guide.** Institute of Food Technologists (IFT).

Homepage: <http://buyersguide.ift.org/cms/> (accessed 8/8/05)

Description: Web site “contains company descriptions, products, and full contact information for all the companies who exhibited at the 2004 Food Expo, and many others. Search by company name or browse via category listing.” Includes organic.

378. **GreenPeople.**

Homepage: <http://www.greenpeople.org/> (accessed 8/8/05)

Description: Consumer-oriented “searchable database of eco-friendly products: organic food, pet supplies, baby products, beauty products, home improvement, hemp, organic cotton, health products, recycled products.” [Web site]

379. **GreenTrade.net.**

Homepage: <http://www.greentrade.net/en/default.html> (accessed 8/8/05)

Description: International information and buy/sell trading site. Registration in directory is free; full access is by paid subscription.

380. **The Grocer Directory of Manufacturers and Suppliers.** William Reed Publishing, Ltd.

Information/abstract only: <http://www.thegrocer.co.uk/directories/manufacturing/> (accessed 8/8/05)

Description: “Provides extensive coverage of the industry; from suppliers and manufacturers throughout the UK and Europe, importers and exporters, right through to wholesalers and distributors - the whole industry is covered.” [Web site]

381. **The Guide: The Packer Produce Availability and Merchandising Guide.** Packer Magazine.

Full-text: <http://www.thepacker.com/TheGuide/TheGuide-about.asp> (accessed 8/8/05)

Description: A 466-page buyer’s guide to sources of fruits, vegetables and specialty items. “It also is a retail merchandising and foodservice guide, providing relevant information for produce handling, storage and use. The book is arranged in alphabetical order, with each commodity highlighted in its own section, offering details on varieties, availability, shipping season and crop volume. Shipper lists provide buyers with sources for each commodity, including organically and conventionally grown products.” [Web site] Organics is included as a separate commodity. Available online or in print. Free online registration required for access.

382. **Links Organic: Find an Organic Business.** Links Organic.

Homepage: <http://www.linksorganic.com/uk/> (accessed 8/8/05)

Description: Search international listings, or browse by category, including Associations, Brokers, and Marketing/Promotion. Search by type of business activity, product or country. Plenty of U.S. coverage.

383. **Local Harvest.**

Homepage: <http://www.LocalHarvest.org/> (accessed 8/8/05)

Description: Search via clickable map, product category or ZIP code, over 6000 member businesses and organizations to “find local sources of sustainably grown food.” [Web site] Site also includes a newsletter, reports, and local food events calendar.

384. **Marketing Guidebook: The Blue Book of Supermarket Distribution.** Trade Dimensions International/Progressive Grocer Magazine.

Information/abstract only: http://www.tradedimensions.com/prod_g40.asp (accessed 8/8/05)

Description: Published annually, with quarterly updates. “Contains accurate information on: 1,300+ Supermarket Chains and Wholesalers; Over 22,000 key executives and buyers; In-depth company profiles; 1,700 food brokers, specialty distributors; Food store sales, demographics and more.” [Web site]

385. **Marketing Manual and Web Directory for Organic Spices, Herbs and Essential Oils.** UNCTAD/WTO, International Trade Centre, 2004. 46p.

Full text: http://www.intracen.org/mds/sectors/spices/manual_2.pdf (accessed 8/8/05)

386. **MHR Meats: The Online Reference for the Meat Business.** MHR Group.

Homepage: <http://www.mhr-viandes.com/> (accessed 8/8/05)

Description: International site includes “News, Statistics, Prices and Trends” section, an International Meat Business Directory and magazine. Access is by paid subscription.

387. **National Directory of Farmers Market and Direct Marketing Associations 2001.** USDA, Agricultural Marketing Service (AMS)/North American Farmers Direct Marketing Association, 2001.

URL: <http://www.ams.usda.gov/directmarketing/associations.htm> (accessed 8/8/05)

Description: 41 local, state, regional, and national associations, listed by state.

388. **National Directory of Farmers Markets.** USDA, Agricultural Marketing Service (AMS).
 Homepage: <http://www.ams.usda.gov/farmersmarkets/map.htm> (accessed 8/8/05)
Description: Detailed listings for hundreds of U.S. farmers' markets, arranged by state.
389. **Naturabella.com.**
 Homepage: <http://www.naturabella.it/> (accessed 8/8/05)
Description: Buy, sell, or advertise via this "European exchange for the organic product industry." [Web site]
390. **Natural Foods Merchandiser Annual Resource Guide for the Natural Products Industry, 2005.** Natural Foods Merchandiser, January 2005.
 Homepage: <http://www.naturalfoodsmerchandiser.com/ASP/1268/Display-Article> (accessed 8/8/05)
Description: Categories include: Manufacturers; Manufacturers by Category; Distributors; Brokers; Branded Ingredients; Advertising Agencies/Public Relations Firms; Importers/Exporters; Media Companies; Service Companies; Trade Associations and Nonprofit Organizations.
391. **Natural Products Field Manual.** Natural Products Consulting Institute, 2003.
 Information/abstract only: <http://www.bob-burke.com/fieldman.htm> (accessed 8/8/05)
Description: "38 chapter, 3 volume guide on 'how to go to market;' CD-ROM with over 7,200 natural products stores... directory of natural buyers in mainstream grocery stores, directories of brokers and distributors, budget models, new item forms, PR Media List and customer logos; comprehensive 'do it yourself' chapter on public relations includes complete media list with contacts." [Web site]
392. **The New Farm Guide to US Organic Certifiers.** Rodale Institute and Organic Farming Research Foundation (OFRF), 2005.
 Full text: <http://www.newfarm.org/ocdbt/> (accessed 8/8/05)
393. **The Non-GMO Sourcebook.** Writing Solutions, Inc.
 Information/abstract only: <http://www.non-gmosource.com/> (accessed 8/8/05)
Description: Published annually; the 2005 edition features over 500 non-GMO suppliers.
394. **OMRI Brand Name Products Lists.** Organic Materials Review Institute.
 URL: http://www.omri.org/OMRI_brand_name_list.html (accessed 8/8/05)
Description: Updated periodically, republished annually. "OMRI lists products after review by an independent Review Panel, composed of leading experts from the organic industry...The evaluation criteria used in the product review process are in conformance with the USDA National Organic Program regulations found in 7 CFR Part 205 and subsequent amendments." [Web site]
395. **OMRI Generic Materials List.** Organic Materials Review Institute.
 URL: http://www.omri.org/OMRI_generic_list.html (accessed 8/8/05)
Description: Updated periodically, available by paid subscription. "Catalog of OMRI's recommendations and opinions regarding the acceptability or unacceptability of the use of over 800 materials in organic production, processing, and handling." [Web site]
396. **Organic Agriculture Worldwide.** International Federation of Organic Agriculture Movements (IFOAM).
 Full text: http://www.ifoam.org/organic_world/directory/index.html (accessed 8/8/05)
Description: Published annually; directory of the member organizations and associates.
397. **The Organic Certification Directory.** The Organic Standard, 2003.
 Information/abstract only: <http://www.organicstandard.com/The%20Organic%20Certification%20Directory%20-%20sample.pdf> (accessed 8/8/05)
Description: Includes descriptions and contacts for 364 certification bodies in 57 countries.
398. **Organic Export Directory Online.** Organic Trade Association (OTA).
 Homepage: <http://www.usorganicproducts.com/> (accessed 8/8/05)
Description: Search U.S. exporters by Company Name, Business Types, Agricultural Supplies and Services, Food and Agricultural Products and Services, Textiles and Organic Fiber Products and Services. Made available in cooperation with the

U.S. Department of Agriculture, Foreign Agricultural Service. Also available in French, German, Spanish, Japanese, and Korean.

399. *The Organic Foods Sourcebook*. Contemporary Books/McGraw-Hill, 2001. 221p. *Note*: Search Web site for “organic foods” to locate book information.

Information/abstract only: <http://books.mcgraw-hill.com/> (accessed 8/8/05)

400. *The Organic Pages Online: North American Resource Directory*. Organic Trade Association (OTA).

Homepage: <http://www.theorganicpages.com/topo/index.html> (accessed 8/8/05)

Description: Provides users “with a quick, easy way to find certified organic products, producers, ingredients, supplies and services offered by OTA members, as well as items of interest to the entire organic community.” [Web site] Browse by topic, e.g. International Trade, Mail Order, Manufacturing, Organic Ingredients, or search by keyword.

401. *Organic Trade Services Marketplace*.

Homepage: <http://www.organicts.com/> (accessed 8/8/05)

Description: UK organic industry portal enabling users to “find latest organic industry news from around the world; buy and sell certified organic products in the Marketplace; subscribe to receive news and trade offers by e-mail; register for free in our Directory; and find jobs in the organic and green industries.” [Web site] Registration and fee required for Marketplace/GreenTrade.net. transactions.

402. *Plunkett's Food Industry Almanac*. Plunkett Research, Ltd., 2003. 525p.

Information/abstract only: http://www.plunkettresearch.com/food/food_almanac.htm (accessed 8/8/05)

Description: “Food market research, business analysis, trends analysis, statistics, and competitive intelligence focusing on: food business, beverages business, processed foods business, frozen foods business, groceries, supermarkets, food stores, delivery, specialty foods, gourmet foods, organic and natural foods, nutritionally enhanced foods, snacks, dairy, e-commerce, distribution, genetically-modified GM foods, agribio, imports, exports, globalization and profiles of leading food companies worldwide.” [Web site] Print directory; Ebook and CD ROM versions available.

403. *Stagnito's New Products Magazine 2005 Suppliers Guide*.

Homepage: <http://www.newproductsmag.com/guide/> (accessed 8/8/05)

Description: 830 companies and 1090 product categories by company name, location or category. Fully searchable: 46 retrieved items using search term, “organic” 6/10/05.

404. *Thomas Food and Beverage Marketplace*. Grey House Publishing.

Information/abstract only: <http://www.tfir.com/> (accessed 8/8/05)

Description: Directory headings include: Equipment Manufacturers, Supply and Service Companies; Transportation Firms; Warehouse Companies; Brokers; Wholesalers and Distributors; Importers and Exporters; Industry Information Resources; Food and Beverage Catalog Companies. Access is by paid subscription.

405. *U.S. Supplier List*. USDA, Foreign Agricultural Service (FAS).

Homepage: <http://www.fas.usda.gov/scripts/agexport/ussupplierquery.asp> (accessed 8/8/05)

Description: “The U.S. Supplier List provides foreign buyers with contact information of qualified U.S. suppliers of food, farm, seafood and forest products.” [Web site] Search options include product type, geographic region served, U.S. state location, Certified Organic, and Natural Food/Non- Certified Organic.

406. *Upper Midwest Organic Resource Directory*. Midwest Organic and Sustainable Education Services (MOSES), 2005.

Full text: <http://www.mosesorganic.org/directory.htm> (accessed 8/8/05)

Description: “The Directory identifies resource groups, certification agencies, suppliers, buyers, processors, consultants, publications and events in seven states: Illinois, Iowa, Michigan, Minnesota, North Dakota, South Dakota and Wisconsin.” [Web site]

407. *Wellness and Organic Ingredients Directory*. Prepared Foods.

Homepage: http://www.nutrasolutions.com/FILES/HTML/NS_Wellness_Directory/0,6984,,00.html (accessed 8/8/05)

Description: Published annually. Listings of “nutraceutical, functional, and organic ingredients, as well as, listings of suppliers for the natural products industry. Obtain listings from among hundreds of companies suppliers that produce a wide range of products and ingredients from specific amino acids to proteins and whole fruit and vegetable purees.” [Web site] Also available as a magazine supplement in *Prepared Foods* magazine, December issue. See listing in [Chapter V](#).

408. **Whole Foods: The Natural Foods Business Journal. Annual Source Book.**

Information/abstract only: <http://www.wfcinc.com/index.htm> (accessed 8/8/05)

Description: Source Book is published in May as part of the *Whole Foods* magazine paid subscription. Indexed listings of Distributors; Brokers; Publishers; Associations; Consultants/Service Companies; and Product Directories (Manufacturers, Importers, Growers, Industry Suppliers).

409. **WorldFoodNet.**

Homepage: <http://www.worldfoodnet.net/> (accessed 8/8/05)

Description: Resources for the “international food processing and supply industry,” including an online suppliers directory and buyers guide, news updates and event calendar, and *FSALite*, a demonstration version of an extensive database of food journals, books, conference proceedings, etc., produced for paid subscribers by the International Food Information Service (IFIS).

Organic Price Indexes

See also [Economic and Statistical Sources](#) section in Chapter V.

410. **Dairy Pay-Price Comparisons (DPPC).** Organic Farmers’ Agency for Relationship Marketing (OFARM), 2005.

Full text: http://www.ofarm.org/pages/dairypage_one.htm (accessed 8/8/05)

Description: Information per CROPP Cooperative Regions.

411. **Fruit and Vegetable Market News (FVMN) Portal.** USDA, Agricultural Marketing Service (AMS).

Homepage: <http://marketnews.usda.gov/portal/fv> (accessed 8/8/05)

Description: Gateway to customized Market News reports and related information providing access to current supplies, demand, and prices of over 400 fresh fruit, vegetable, nut, ornamental, and other specialty crops including herbs. Some organic products are included under commodity name (e.g. Pears) in selected city Terminal Market Vegetable reports; search on the term “organic” on the Web site search engine or within the text of individual reports. (Direct access to Fruit and Vegetable Market News Text Reports, <http://www.ams.usda.gov/fv/mncs/fvwires.htm>)

412. **OFARM Target Price List.** Organic Farmers’ Agency for Relationship Marketing (OFARM), 2005.

Full text: <http://www.ofarm.org/05target.htm> (accessed 8/8/05)

Description: “These target prices represent the historical levels received through ORGANIC COOPERATIVES and ASSOCIATIONS and represent the levels necessary to sustain a fair return for organic farmers. Actual prices received by farmers who were not part of an organized marketing group are often lower. If you want to be assured of the BEST price for your products join the OFARM coordinated marketing effort.” [Web site]

413. **Organic Business News’ Commodity Fax Service.** Organic Business News.

Information/abstract only: <http://www.obn.hotlineprinting.com/ofax.html> (accessed 8/8/05)

Description: “Latest farmgate and wholesale prices on over 100 organic commodities, ranging from amaranth to zucchini, every week.” [Web site] Available by paid subscription.

414. **Organic Farmgate and Wholesale Prices.** USDA, Economic Research Service (ERS), 2005.

Homepage: <http://www.ers.usda.gov/Data/OrganicPrices/> (accessed 8/8/05)

Description: 1999-2004 data available. “The organic farmgate and wholesale price data set contains: monthly organic and conventional farmgate prices for broccoli and carrots; monthly organic and conventional wholesale prices for broccoli, carrots, and mesclun mix; and a limited set of organic prices (and corresponding conventional prices) for other fruits and vegetables from the Boston and San Francisco wholesale markets.” [Web site]

415. **Organic Price Index (OPX) and Grassroots Organic Price Index.** New Farm.

Homepage: <http://newfarm.org/opx/> (accessed 8/8/05)

Description: *OPX*, updated weekly throughout the year, compares organic and conventional prices on dozens of fruits, vegetables and grains. *Grassroots OPX* tracks high and low commodity prices at individual farmers markets during the growing season. Free online.

416. **Prices for Organic and Conventional Food in Canada.** Organic Agriculture Centre of Canada.
Homepage: http://www.organiccentre.ca/MarketReports/market_info_prices.html (accessed 8/8/05)
Description: Price comparisons at four Canadian cities, November 2002 - January 2004.

417. **Recent Canadian Wholesale Prices for Organic Fruit and Vegetables.** Rural Capacity Building Through Organic Agriculture (RCBTOA) Project, British Columbia Certified Organic Program.
Homepage: <http://www.certifiedorganic.bc.ca/rcbtoa/services/prices.html> (accessed 8/8/05)
Description: Searchable list of recent Canadian market prices and pricing trends for organic produce.

418. **Weekly Certified Organic Poultry and Eggs.** USDA, Agricultural Marketing Service (AMS).
Homepage: <http://www.ams.usda.gov/poultry/mncs/Miscell.htm> (accessed 8/8/05)
Description: Atlanta, GA, posted weekly. Data includes: Certified Organic Eggs in Cartons (price per carton delivered to first receivers) and Certified Organic Young Chicken (price per pound delivered to first receivers) (Whole Broiler/Fryer, Boneless/Skinless Breast; Bone-in Breast; Whole Legs; Thighs, and Whole Wings).

Literature Guides: Catalogs, Bibliographies, Full Text and Bibliographic Databases

Many valuable marketing resources are unavailable online including most peer-reviewed journal articles, dissertations and conference papers. "Full-text" databases contain the complete text of referenced articles and reports; "bibliographic" databases contain citations and abstracts only. See also Appendix E: Obtaining Full-text Journal Articles.

419. **AGECON Search - Research in Agricultural and Applied Economics.** University of Minnesota, Magrath Library and the Department of Applied Economics.
Homepage: <http://agecon.lib.umn.edu/> (accessed 8/8/05)
Description: "Full text copies of scholarly research in the broadly defined field of agricultural economics including sub disciplines such as agribusiness, food supply, natural resource economics, environmental economics, policy issues, agricultural trade, and economic development." Full text papers are available in PDF format. Fully searchable: 160 items retrieved using search term, "organic" 6/28/05.

420. **AGRICOLA (AGRICultural OnLine Access).** USDA, National Agricultural Library (NAL).
Homepage: <http://agricola.nal.usda.gov/> (accessed 8/8/05)
Description: Two searchable bibliographic databases covering agricultural topics, one cataloging book titles, the other indexing journal articles. Emphasis is on USDA, Experiment Station, and U.S. journal articles. Bibliographic citations only, some with abstracts. 17 books and 169 articles retrieved using search terms, "organic production" and "market*" 6/28/05.

421. **E-answers.** American Distance Education Consortium (ADEC). *Note:* Originally developed by participating universities and Agricultural Communicators in Education (ACE) through a grant from the Cooperative State Research, Education and Extension Service (CSREES-USDA).
Homepage: <http://e-answers.adec.edu/> (accessed 8/8/05)
Description: "E-answers is a dynamic, online resource that brings more than 250,000 [full-text] pages of university information and education into your home or office - when and where you need it. The practical, current, and unbiased information in this site represents the work of Extension Service and Agricultural Experiment Station professionals at more than 50 Land Grant universities throughout the United States." [Web site] Search all areas or search by U.S. Region. 1138 items retrieved using search terms, "organic market" 6/28/05.

422. **EAFUS: A Food Additive Database.** U.S. Food and Drug Administration (FDA) Center for Food Safety and Applied Nutrition (CFSAN).
Homepage: <http://vm.cfsan.fda.gov/~dms/efus.html> (accessed 8/8/05)
Description: Information on "over 2000 substances directly added to food, including substances regulated by the U.S. Food and Drug Administration (FDA) as direct, 'secondary' direct, and color additives, and Generally Recognized As Safe (GRAS) and prior-sanctioned substances." ("Everything" Added to Food in the United States = EAFUS)

423. **Economist Intelligence Unit.** The Economist.
Information/abstract only: <http://www.eiu.com> (accessed 8/8/05)

Description: The Economist Intelligence Unit has developed a range of services that provide continuously updated, comprehensive analysis on over 200 countries. Full-text reports and data; access is by paid subscription.

424. **FAO's Digital Resource Center, WAICENT Information Finder.** United Nations, Food and Agriculture Organization (FAO).

Homepage: <http://www.fao.org/waicent/search/> (accessed 8/8/05)

Description: Browse by topic or search the entire Food and Agriculture Organization's Web site; added option includes Consultative Group on International Agricultural Research (CGIAR) publications in search. Full-text publications.

425. **Farmer Direct Marketing Bibliography - 2001.** USDA, Agricultural Marketing Service (AMS), Transportation and Marketing Programs, Marketing Services Branch, 2001. 60p.

Full text: <http://www.ams.usda.gov/directmarketing/bibliography.htm> (accessed 8/8/05)

Description: 26 topical categories include; Reports/Guides on Direct Marketing, Producer/Vendor Survey and Analysis, and Consumer Surveys and Analyses.

426. **FindArticles.com.** The Gale Group.

Homepage: http://www.findarticles.com/cf_0/PI/index.ihtml (accessed 8/8/05)

Description: Current full-text articles from a wide array of popular and trade magazines including many that pertain to organic. 1967 items retrieved using search term, "organic market" 6/28/05.

427. **Food Science Alerts Lite.** International Food Information Service (IFIS).

Homepage: <http://www.fsa.ifis.org/fsa/ift.asp?link=Rhubarb> (accessed 8/8/05)

Description: "FSALite is a demonstration version of an extensive database produced for paid subscribers by the International Food Information Service (IFIS)." [Web site] Provides for searching and print summaries of important records from eight leading food sector periodicals including *Food Technology* and *Journal of Food Science* that have been published over the past 12 months. 3 citations retrieved using subject term "organic foods" 6/01/05.

428. **Food Science and Technology Abstracts (FSTA).** International Food Information Service (IFIS).

Information/abstract only: http://www.foodsciencecentral.com/ixbin/fscpage?_IXSESSION_ =nj8l8qbIxxd&:record_name_index=%22STATKEY+About+fsta2%22&_IXSPFX_ =generic_search/b&_IXFPFX_ =generic_search/t&submit-button=summary (accessed 8/8/05)

Description: Over 640,000 bibliographic references; "annual updates add approximately 18,000 references per year. FSTA covers all areas of food science, food technology, and human nutrition, including basic food science, biotechnology, toxicology, packaging, and engineering." [Web site] Full access is by paid subscription.

429. **Industrial and Applied Microbiology Abstracts (Microbiology A).** Cambridge Scientific Abstracts.

Information/abstract only: <http://www.csa.com/factsheets/microbiology-a-set-c.php> (accessed 8/8/05)

Description: Bibliographic database covers, "significant findings and practical applications in agricultural, food and beverage, chemical, and pharmaceutical industries." [Web site] Full access is by paid subscription.

430. **MAC Link List.** University of Missouri Extension, Missouri Alternatives Center.

Full text: <http://agebb.missouri.edu/mac/links/index.htm> (accessed 8/8/05)

Description: Online database of links to full-text "Extension Guidesheets from some of the top university research centers in the world." Arranged alphabetically; browse publication categories including several facets of marketing and organic certification.

431. **MarketResearch.com.**

Homepage: <http://www.marketresearch.com> (accessed 8/8/05)

Description: Searchable online catalog of thousands of marketing reports from 350 publishers worldwide; each listing includes report description and abstract. 578 report titles retrieved using search term "organic food" items published during the last two years, 5/31/05.

432. **Organic Aquaculture**, by Stephanie Boehmer et al. (AFSIC Notes, 5) Alternative Farming Systems Information Center (AFSIC), 2005. *Note:* Also available in PDF format.

Full text: http://www.nal.usda.gov/afsic/AFSIC_pubs/afnotes5.htm (accessed 8/8/05)

Description: Research guide and bibliography focusing on recent publications about certification and marketing issues related to production of organic shellfish, finfish and aquatic plants.

433. **Organic Eprints.** Danish Research Centre for Organic Farming (DARCOF)/Research Institute of Organic Agriculture (FiBL). Homepage: <http://orgprints.org/> (accessed 8/8/05)
Description: “Organic Eprints is an international open access archive for papers related to research in organic agriculture. The archive contains full-text papers in electronic form together with bibliographic information, abstracts and other metadata.” Primarily European sources; topics include marketing. Searchable database or browse by subject area, country, organization and/or project.
434. **Organic Farming and Marketing: Publications from USDA**, by Mary Gold. USDA, National Agricultural Library, Alternative Farming Systems Information Center, 2003.
 URL: http://www.nal.usda.gov/afsic/AFSIC_pubs/orgusda.htm (accessed 8/8/05)
Description: Bibliography of documents published by U.S. Department of Agriculture Agencies, 1992-2003. Includes links for publications available online.
435. **Organic Foods: Markets and Marketing**, by Mary Gold. USDA, National Agricultural Library, Alternative Farming Systems Information Center, 2001.
 URL: http://www.nal.usda.gov/afsic/AFSIC_pubs/orgmrkt.htm (accessed 8/8/05)
Description: Bibliography of “Recent Books, Articles, News Items, Reports, and Videos.” [Web site]
436. **Organic-research.com - Abstracts Database.** CABI Publishing.
 Homepage: <http://www.organic-research.com/> (accessed 8/8/05)
Description: Bibliographic records for over 110,000 abstracted research papers and articles including those related to marketing, trade and economic issues. Access is by paid subscription.
437. **OrganicAgInfo.** Organic Agriculture Consortium (OAC)/Scientific Congress on Organic Agricultural Research (SCOAR). Homepage: <http://www.OrganicAgInfo.org> (accessed 8/8/05)
Description: Includes full-text documents and links for “information on production, economic data, research results, farmer anecdotes, certification information, transition strategies, as well as many other subjects related to organic agriculture.” [Web site] Includes significant marketing content.
438. **Organically Produced Foods: Nutritive Content**, by Mary Gold. (Special Reference Briefs Series, 2000-03) USDA, National Agricultural Library, Alternative Farming Systems Information Center, 2000.
 URL: http://www.nal.usda.gov/afsic/AFSIC_pubs/srb0003.htm (accessed 8/8/05)
Description: Bibliography documenting research on vitamin and mineral content, as well as related chemical constituents in organically grown foods.
439. **Progressive Grocer's Retail Industry Archives.**
 Information/abstract only: https://www.vnuemedia.com/progressivegrocer/firc_new/search/index_taxonomy.jsp (accessed 8/8/05)
Description: Access all archived editorial content from *Convenience Store News* (back to 1998), *Progressive Grocer* (back to 1996), and *Beverage Aisle* (2001 to 2004). Access is by paid subscription.
440. **Research and Markets.**
 Homepage: <http://www.researchandmarkets.com> (accessed 8/8/05)
Description: Commercial catalog of sources “for international market research and market data: major research publications from most of the leading publishers, consultants and analysts.” [Web site] Includes a significant organic food category.
441. **Researching Business Information: Organic Food Industry.** The British Library.
 Homepage: <http://www.bl.uk/collections/business/orgnfood.html> (accessed 8/8/05)
Description: Comprehensive bibliographic guide to organic business and marketing sources in the UK.
442. **Resource Express: Agricultural Cassettes: Grazing/Organic/Biodynamic/Co-op/Small Farms - Conferences.**
 Homepage: <http://www.rexp.com/organic.htm> (accessed 8/8/05)
Description: “Source for audio tapes from Agricultural meetings.” [Web site]
443. **Sustainable Agriculture Research and Education (SARE), National Projects Database.**
 Homepage: <http://www.sare.org/projects/> (accessed 8/8/05)
Description: Titles, descriptions, dollar amount, years, and investigator information pertinent to all previously and currently

funded SARE projects (almost 2500 since 1988) including many that pertain to organic topics. Project abstracts include contact information for investigators. 261 report titles retrieved using search terms “organic” and “marketing” 5/31/05.

Selected Events Calendars

See also [Magazine and Trade Journals](#) section in Chapter V.

444. *The Agriculture Network Information Center Ag Calendar*. AgNIC.

URL: <http://www.agnic.org/agnic/Calendar/> (accessed 8/8/05)

445. *IFT Events*. Institute of Food Technologists (IFT).

URL: <http://www.ift.org/cms/?pid=1000127> (accessed 8/8/05)

Description: Meetings and Conferences, Short Courses and Workshops, Suppliers’ Nights, Events Calendar.

446. *International Organic Industry Events*. Organic Trade Services.

URL: <http://www.organicts.com/newspro/events/index.shtml> (accessed 8/8/05)

Description: Extensive international calendar.

447. *Online Calendar of Events for the Organic Industry*. USDA, Foreign Agricultural Service (FAS), Organic Products.

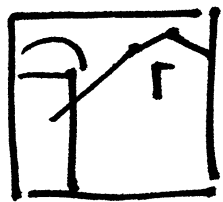
URL: <http://www.fas.usda.gov/agx/organics/Calendar/Calendar.htm> (accessed 8/8/05)

448. *Organic Trade Association Calendar of Events*.

URL: <http://www.ota.com/news/calendar.html> (accessed 8/8/05)

449. *The Packer National and International Calendar*. The Packer Online.

Full text: <http://www.thepacker.com/thePacker/industrycalendar.asp> (accessed 8/8/05)



Organic Agricultural Products: Marketing and Trade Resources **V. Industry and Government Sources: Reports, Data and Analysis**

About this chapter: This chapter focuses on sources of market data - industry journals and magazines that report on the organic marketplace, and organizations and agencies that provide economic and demographic data relevant to marketing enterprises. Descriptions in quotation marks are descriptions taken directly from the source's Web site or print publication. No endorsement by the Alternative Farming Systems Information Center is intended.

Online sources are emphasized in this chapter. Many are not specific to organic production and handling; however, they do contain information about food marketing and trade enterprises that organic marketers will find helpful. For specific consumer and industry reports and studies, see [Chapter VI](#).

Magazines and Trade Journals

Many magazines, journals and newsletters are making the transition from strictly print format to electronic format, or a combination of both. The majority of publications, however, continue to require fees for full access to content.

450. *Acres U.S.A. - The Magazine of Organic and Sustainable Agriculture*. Acres U.S.A.

Print; monthly. Available by paid subscription.

Contact at: P.O. Box 91299, Austin TX 78709-1299; 800-355-5313 (toll free) or 512-892-4400; fax 512-892-4448; e-mail orders@acresusa.com.

Homepage: <http://www.acresusa.com/magazines/magazine.htm> (accessed 8/8/05)

Description: Articles include information on alternative crop marketing, government regulations, organic certification and marketing, and value-added processing.

451. *AgExporter Magazine*. USDA, Foreign Agricultural Service (FAS). *Note:* Ceased publication 2004.

Full text: <http://www.fas.usda.gov/scripts/AgxMag/AgxMagazine.asp> (accessed 8/8/05)

Description: "provides tips on exporting, descriptions of markets with the greatest sales potential, and information on export assistance available from the U.S. Department of Agriculture." [Web site] Archived issues, 1996-2004 and an article index available online. Superseded by *FAS Worldwide* in December 2004.

452. *Amber Waves*. USDA, Economic Research Service (ERS).

Print and electronic; 5/year. Print edition available by paid subscription; electronic version free online.

ERS-NASS 5285 Port Royal Road, Springfield VA 22161; 800-999-6779 (toll free) or 703-605-6060; fax 703-605-6880.

Homepage: <http://www.ers.usda.gov/Amberwaves/> (accessed 8/8/05)

Description: Contains articles by ERS researchers and their collaborators pertaining to economic and policy issues related to agriculture, food, natural resources, and rural development.

453. *American Journal of Alternative Agriculture*. See: *Renewable Agriculture and Food Systems*, below.

454. *American Small Farm*. American Small Farm.

Print; monthly. Available by paid subscription.

Contact at: 267 Broad Street, Westerville OH 43081; 614-895-3755; fax 614-895-3757; e-mail martismith@smallfarm.com.

Homepage: <http://www.smallfarm.com/> (accessed 8/8/05)

Description: "Our articles are written to help you improve your farm business and lifestyle." [Web site] Cover art and Table of Contents available free online for current and past issues, 2003- 2005.

455. *Asia and Middle East Food Trade*. J. Latka Verlag GmbH.

Print; 4/year. Available by paid subscription.

Contact at: Heilsbachstrasse 32, D-53123 Bonn, Germany; +49 228 91932 0; fax +49 228 91932 17; e-mail info@ameft.de.

Homepage: <http://www.ameft.de/> (accessed 8/8/05)

Description: Information for “ Food and beverage industry professionals in Asia, the Middle East, and the Indian subcontinent.” [Web site]

456. *Asia Pacific Food Industry (English edition)*. AP Food Industry Publications, Eastern Trade Media Pte. Ltd.

Print and electronic; monthly. Available by paid subscription.

Contact at: 1100 Lower Delta Road, no. 04-02, EPL Building 169206, Singapore; +65 6 3792 888; fax +65 6 3792 805.

Homepage: <http://www.apfoodonline.com/> (accessed 8/8/05)

Description: “ Each issue contains a dedicated news section with latest market intelligence from the Middle East, the Far East and the Indian Subcontinent. A special focus on the ingredients industry as well as processing and packaging features introduce new raw materials and latest technology.” [Web site]

457. *BioFach Newsletter*. NurnbergMesse GmbH.

Electronic; bi-monthly. Available free online or by e-mail subscription.

Contact at: Messezentrum, 90471 Nurnberg, Germany; +49 0 9 11 86 06 49 09; fax +49 0 9 11 86 06 49 08.

Homepage: <http://www.biofach.de/main/d3zq3jg8/d6szfm8q/page.html> (accessed 8/8/05)

Description: Online newsletter of the trade fair, BioFach... covers “trends, new developments and facts concerning the ecological market.” [Web site] Available in English, German or Spanish. Archived issues also available online.

458. *California Certified Organic Farmers Magazine*. CCOF.

Print and electronic; quarterly. Print edition with paid membership; current and archived electronic issues available free online.

Contact at: 1115 Mission Street, Santa Cruz CA 95060; 831-423-2263; fax 831-423-4528; e-mail ccof@ccof.org.

Homepage: <http://www.ccof.org/magazine.php> (accessed 8/8/05)

Description: “The magazine educates all facets of the organic marketplace from farmers to processors.” [Web site]

459. *Choices: The Magazine of Food, Farm and Resource Issues*. American Agricultural Economics Association.

Electronic; quarterly. Available free online.

Bruce McCarl, Coordinating Editor. Department of Agricultural Economics, Texas A and M University, College Station TX 77843-2124; 979-845-1706; fax 979-862-8679; e-mail choices@ag.tamu.edu.

Homepage: <http://www.choicesmagazine.org/> (accessed 8/8/05)

Description: “For readers interested in the policy and management of agriculture, the food industry, natural resources, rural communities, and the environment.” [Web site]

460. *The Community Farm*. The Community Farm.

Print and electronic; quarterly. Available by paid subscription.

Jim Sluyter and Joe Meller, Editors. 3480 Potter Road, Bear Lake MI 49614; 231-889-3216.

Homepage: <http://tcf.itgo.com/> (accessed 8/8/05)

Description: “Each Issue of the newsletter features articles of special interest to CSA or other farmers, farm members and others. Recent examples include advice for forming a core group, holistic management and drip irrigation.” [Web site] Selected back issues available free online.

461. *Cooperative Grocer*.

Print and electronic; bi-monthly. Available by paid subscription.

Dave Gutknecht, Editor. P.O. Box 597, Athens OH 45701; 800-878-7333 (toll free) or 740-592-1912; fax 740-594-4504; e-mail dave@cooperativegrocer.coop.

Homepage: <http://www.cooperativegrocer.coop/> (accessed 8/8/05)

Description: Magazine “produced for the managers and directors of the more than 350 food cooperatives across the United States and Canada.” [Web site] Selected current and archived (October-November 1985 to present) articles available free online.

462. *FAS Worldwide*. USDA, Foreign Agricultural Service (FAS).

Electronic; monthly. Available free online.

Homepage: <http://www.fas.usda.gov/info/agexporter/agexport.html> (accessed 8/8/05)

Description: “designed to cover the full spectrum of the Agency’s responsibilities and activities. This electronic publication

provides comprehensive information about the multiple goals and activities of FAS in a flexible, user-friendly format. This online publication supersedes *AgExporter*, the monthly print magazine published by FAS through December 2004.” [Web site]

463. **Food Chemical News.** Agra Informa, Inc.

Print and electronic; weekly. Available by paid subscription.

Contact at: 1725 K Street NW, Suite 506, Washington DC 20006.

Homepage: <http://www.foodchemicalnews.com/home.asp> (accessed 8/8/05)

Description: Information on food regulation including coverage of U.S. food regulation, and global developments. Article indexes and abstracts available free online.

464. **Food Industry News Internet Edition.** Foodservice Publishing Co, Inc.

Electronic; monthly. Available by paid subscription.

Contact at: 3166 South River Road O’Hare Office Center, Suite 40/44, Des Plaines IL 60018; 847-699-3300; fax 847-699-3307; e-mail info@foodindustrynews.com.

Homepage: <http://www.foodindustrynews.com/> (accessed 8/8/05)

Description: Focuses on business in the Midwest; features information of “vital interest to major hospitality and food service operators nationally.” [Web site]

465. **Food Industry Newsletter: All the Food News That Matters.** Newsletters, Inc.

Print; 26/year. Available by paid subscription.

Contact at: P.O. Box 342730, Bethesda MD 20827-2730; 301-469-8507; fax 301-469-7271; e-mail foodltr@aol.com.

466. **The Food Institute Report.** Food Institute.

Print and electronic; weekly. Available with paid membership.

Contact at: One Broadway, Elmwood Park NJ 07407; 201-791-5570; fax 201-791-5222; e-mail info@foodinstitute.com.

Homepage: <http://www.foodinstitute.com/> (accessed 8/8/05)

Description: Focuses on emerging trends and pending legislation.

467. **Food Marketing and Technology.** Dr. Harnisch International Publications.

Print; bi-monthly. Available by paid subscription.

Contact at: Blumenstrasse 15, D-90402 Nurnberg, Germany; +49 0 911 2018 215; fax +49 0 911 2018 100; e-mail fnt@harnisch.com.

Homepage: <http://www.harnisch.com/fnt/index.htm> (accessed 8/8/05)

Description: “We report on new marketing strategies and trends, equipment and processing methods, innovative technologies, raw materials and additives, packaging systems and other important topics of selling and purchasing marketing. [Web site] Selected articles available free online.

468. **Food Processing.** Putnam Media, Inc.

Print and electronic; monthly. Print version available free to qualified professionals; current and archived electronic issues available free online.

Contact at: 555 West Pierce Road, Suite 301, Itasca IL 60143; 630-467-1300; fax 630-467-1179.

Homepage: <http://www.foodprocessing.com/issues/current.html> (accessed 8/8/05)

Description: Past issues archive and related products including several free e-mail newsletters also available at site. Subscription includes issues of *Wellness Foods* magazine.

469. **Food Safety Magazine.** The Target Group, Inc.

Print; bi-monthly. Available free to qualified professionals.

Contact at: 1945 West Mountain Street, Glendale CA 91201; 818-842-4777; fax 818-769-2939; e-mail info@foodsafetymagazine.com.

Homepage: <http://www.foodsafetymagazine.com/> (accessed 8/8/05)

Description: “Dedicated to meeting the information needs of food safety and quality assurance professionals at food and beverage processors, foodservice companies, and agri-food laboratories worldwide.” [Web site] Current and archived issues (2003-2005) available free online.

470. **Food Technology.** Institute of Food Technologists (IFT).

Print and electronic; monthly. Available with paid membership.

Contact at: 525 West Van Buren, Suite 1000, Chicago IL 60607; 312-782-8424; fax 312-782-8348; e-mail info@ift.org.

Homepage: <http://members.ift.org/IFT/Pubs/FoodTechnology/> (accessed 8/8/05)

Description: Magazine “provides news and analysis of the development, use, quality, safety, and regulation of food sources, products, and processes for food scientists and other interested individuals in the food and supplier industries, government, and academia.” [Web site] Current issue available free online.

471. **Food Traceability Report.** Agra Informa, Inc.

Print and electronic; monthly. Available by paid subscription.

Contact at: 1725 K Street NW, Suite 506, Washington DC 20006.

Homepage: <http://www.foodtraceabilityreport.com/home.asp> (accessed 8/8/05)

Description: From the publishers of *Food Chemical News*, this service “will keep you up-to-date on all aspects of the tracking and identity preservation of food products from farm to market.” [Web site] Related products include a weekly e-mail news service, database of regulations and other documents, and a searchable archive of older articles. Article indexes and abstracts available free online.

472. **Foodnews.** Agra Europe (London), Ltd.

Electronic; weekly. Available by paid subscription.

Contact at: 80 Calverley Road, Tunbridge Wells Kent TN1 2UN, UK; +44 01892 533813; fax +44 01892 544895; e-mail marketing@agra-net.com.

Homepage: <http://www.agra-net.com/NASApp/cs/ContentServer?pagename=agra/puboptions&PageName=menu&pubId=ag005> (accessed 8/8/05)

Description: “Each issue reports on the latest prices, production and trade news for the world markets for fruit juice concentrates, canned and frozen foods, tomato products, and dried fruit and nuts.” [Web site]

473. **FoodReview Magazine.** USDA, Economic Research Service (ERS).

Homepage: <http://www.ers.usda.gov/publications/FoodReview/Archives/> (accessed 8/8/05)

Description: Ceased publication with the December 2002 issue. Archived issues 1996-2003 are available online. See *Amber Waves* for replacement publication.

474. **Frozen Food Age.** Cygnus Business Media.

Print and electronic; monthly. Print version available free to qualified professionals; current and archived electronic issues available free online.

Contact at: 3 Huntington Quadrangle, Suite 301N, Melville NY 11747; 631-845-2700 ext. 208; fax 631-845-2723; e-mail Cloretto@Frozenfoodage.com.

Homepage: <http://www.frozenfoodage.com/> (accessed 8/8/05)

Description: From Cygnus Business Media, information on the frozen food industry, featuring “the latest industry news, searchable article archives, classifieds, crucial business resources and much more.” [Web site] *Industry Newsletter* and *Industry Briefs* e-mail newsletters also available.

475. **Gourmet News.** United Publications.

Print and electronic; monthly. Print version available free to qualified professionals; electronic archived articles free online with required log in.

Contact at: P.O. Box 3047, Langhorne PA 19047; 215-788-7112; e-mail info@gourmetnews.com.

Homepage: <http://www.gourmetnews.com/> (accessed 8/8/05)

Description: Web site includes resources directory and buyers’ guide.

476. **The Gourmet Retailer Magazine.** Gourmet Retailer.

Print and electronic; monthly. Available by paid subscription; current and archived electronic issues available free online.

Contact at: 3301 Ponce de Leon Boulevard, Suite 300, Coral Gables FL 33134; 847-647-7987; fax 847-647-9566; e-mail go@halldata.com.

Homepage: <http://www.gourmetretailer.com/gourmetretailer/index.jsp> (accessed 8/8/05)

Description: The magazine “features news, national and international sources of specialty foods and innovative housewares, consumer trends, new product ideas, creative merchandising, and proper education of store personnel for successful specialty retailing.” [Web site] Site also contains vendor links, business directory, and marketing reports for purchase.

477. **GreenMoney Journal.** GreenMoney Journal.

Print and electronic; bi-monthly. Print edition available by paid subscription; current and archived electronic issues available

free online.

Contact at: P.O. Box 67, Santa Fe NM 87504; 504-988-7423; e-mail info@greenmoneyjournal.com.

Homepage: <http://www.greenmoneyjournal.com/> (accessed 8/8/05)

Description: “The GreenMoney Journal encourages and promotes the awareness of socially and environmentally responsible business, investing and consumer resources in publications and online.” [From Mission Statement]

478. ***Growing for Market: News and Ideas for Market Gardeners.*** Fairplain Publications.

Print; monthly. Available by paid subscription.

Contact at: P.O. Box 3747, Lawrence KS 66046; 800-307-8949 (toll free) or 785-748-0605; fax 785-748-0609; e-mail growing4market@earthlink.net.

Homepage: <http://www.growingformarket.com/> (accessed 8/8/05)

Description: “GFM is a monthly magazine about small-scale farming, sustainable agriculture and farm direct marketing. It covers farmers markets, farm stands, Community Supported Agriculture, and selling locally to restaurants, supermarkets, natural food stores and florists.” [Web site] Each issue includes brief monthly organic produce price report. Index to past articles available free online.

479. ***The Inspectors' Report.*** Independent Organic Inspectors Association (IOIA).

Print and electronic; quarterly. Current and archived issues available free online.

Contact at: P.O. Box 6, Broadus MT 50317-0006; 406-436-2031; e-mail ioia@ioia.net.

Homepage: <http://www.ioia.net/> (accessed 8/8/05)

Description: Newsletter “offers Training News, in-depth articles on the Organic Sector, a regular column on genetic engineering in agriculture, and much more.” [Web site]

480. ***Journal of Food Law and Policy.*** Law Programs Center.

Print; bi-ennial. Available by paid subscription.

Contact at: 1 University of Arkansas, Fayetteville AR 72701; 479-575-2754; e-mail foodlaw@uark.edu.

Homepage: <http://law.uark.edu/student/orgs/foodlaw/index.htm> (accessed 8/8/05)

Description: “First student-edited legal journal in the country devoted to the study of food law and its impact on society. The Journal will be published twice a year and will be edited by some of the top students at the University of Arkansas School of Law. Future publications will include articles on international food safety laws and regulations, the legal effects of food technology, traceability issues, labeling requirements and a wide variety of other dynamic issues.” [Web site] To begin publication 2005.

481. ***Journal of Food Products Marketing.*** Haworth Press, Inc.; Food Products Press.

Print; quarterly. Available by paid subscription.

Contact at: 10 Alice Street, Binghamton NY 13904-1580; 800-429-6784 (toll free) or 607-722-5857; e-mail getinfo@haworthpressinc.com.

Homepage: <http://www.haworthpressinc.com/store/product.asp?sku=J038> (accessed 8/8/05)

Description: “The journal includes refereed research studies as well as opinions, guidelines, and speeches by practitioners that contribute to the better practice and understanding of food marketing. The journal provides a single forum for both food marketing academicians and food marketing practitioners.” [Web site] Table of contents and article abstracts available free online.

482. ***Journal of International Food and Agribusiness Marketing.*** Haworth Press, Inc.; Food Products Press.

Print; quarterly. Available by paid subscription.

Contact at: 10 Alice Street, Binghamton NY 13904-1580; 800-429-6784 (toll free) or 607-722-5857; e-mail getinfo@haworthpressinc.com.

Homepage: <http://www.haworthpress.com/store/product.asp?sku=J047> (accessed 8/8/05)

Description: “Journal critically examines marketing issues in the total food business chain prevailing in different parts of the globe by using a systems and cross-cultural/national approach to explain the many facets of food marketing in a range of socioeconomic and political systems.” [Web site] Table of contents and article abstracts available free online.

483. ***Lohas Journal: Lifestyles of Health and Sustainability/Lohas Journal Weekly.*** Conscious Media, Inc.

Print and electronic; quarterly/weekly. Available by paid subscription.

Contact at: 360 Interlocken Boulevard, Suite 350, Broomfield CO 80021; 303-222-8283; fax 303.222.8250; e-mail info@LohasJournal.com.

Homepage: <http://www.LohasJournal.com> (accessed 8/8/05)

Description: “Executive-level news and information about the rapidly growing, \$230 billion Lifestyles of Health and Sustainability (LOHAS) marketplace.” [Web site] Selected articles and information available free online at Web site.

484. **Natural Foods Merchandiser.** New Hope Natural Media.

Print and electronic; monthly. Print version available free to qualified professionals; current and archived electronic issues available free online.

Contact at: 1401 Pearl Street, Boulder CO 80302; 303-998-9126; fax 303-998-9020; e-mail publications@newhope.com.

Homepage: <http://www.naturalfoodsmerchandiser.com/> (accessed 8/8/05)

485. **Natural Grocery Buyer.** New Hope Natural Media.

Print and electronic; quarterly. Print version available free to qualified professionals; current and archived electronic issues available free online.

Contact at: 1401 Pearl Street, Suite 200, Boulder CO 80302; 303-939-8440.

Homepage: http://www.newhope.com/naturalcategorybuyer/ngb_backs_toc.cfm (accessed 8/8/05)

486. **Natural Products Industry Insider.** Virgo Publishing, Inc.

Print and electronic; monthly. Print version available by paid subscription; current and archived electronic issues available free online.

Contact at: 3300 North Central Avenue, Suite 2500, Phoenix AZ 85012; 480-990-1101 ext. 1285; fax 602-567-6855; e-mail cs@vpico.com.

Homepage: <http://www.naturalproductsinsider.com/> (accessed 8/8/05)

Description: E-mail newsletter and additional services also available via Web site.

487. **New Nutrition Business.** Centre for Food and Health Studies.

Print and electronic; 11/year. Available by paid subscription.

Contact at: 72 Hammersmith Road Crown House, London W14 8TH, UK; +00 44 0 20 7533 6598; fax +00 44 0 207533 6600; e-mail miranda.mills@new-nutrition.com.

Homepage: <http://www.new-nutrition.com/> (accessed 8/8/05)

Description: This UK Web site includes, in addition to magazine access, a “fully-searchable database of information on companies, markets, products, regulation and nutrition news.” [Web site] Selected issues available free online.

488. **NewFarm.org E-mail Newsletter.** Rodale Institute.

Electronic; monthly. Available free online or by e-mail subscription.

Homepage: <http://www.newfarm.org/archive/newsletters.shtml> (accessed 8/8/05)

Description: Information and links for *New Farm* site news and updates. Text and interactive articles on organic production and marketing.

489. **The Non-GMO Source.** Writing Solutions, Inc.

Print and electronic; monthly. Available by paid subscription.

Contact at: P.O. Box 436, Fairfield IA 52556; 800-854-0586 (toll free) or 641-472-1491; e-mail ken@non-gmosource.com.

Homepage: <http://www.non-gmosource.com/> (accessed 8/8/05)

Description: “Provides information you need to respond to the challenges of genetically modified (GM) foods.” [Web site] Selected past articles available free online.

490. **Nutrition Business Journal.** New Hope Natural Media.

Print and electronic; monthly. Available by paid subscription.

Contact at: 4452 Park Boulevard, Suite 306, San Diego CA 92116; 619-295-7685 ext. 12; fax 619-295-5743; e-mail info@nutritionbusiness.com.

Homepage: <http://www.nutritionbusiness.com> (accessed 8/8/05)

Description: “Each issue discusses business activities, market size/growth, trends, and opportunities in the nutrition industry, which NBJ defines as dietary supplements, herbs, natural foods, and natural personal care products.” [Web site] Article index and issue table of contents available free online.

491. **OCIA Communicator.** Organic Crop Improvement Association International.

Print and electronic; quarterly. Available with paid membership; current and archived electronic issues available free online.

Contact at: 6400 Cornhusker Highway, Suite 125, Lincoln NE 68507; 402-477-2323; fax 402-477-4325; e-mail

info@ocia.org.

Homepage: <http://www.ocia.org/> (accessed 8/8/05)

492. **OFARM Quarterly**. Organic Farmers' Agency for Relationship Marketing (OFARM).

Print and electronic; quarterly. Print version available with paid membership; current and archived electronic issues available free online.

John Bobbe, Executive Director. 866-846-5522 (toll free) or 920-825-1369; e-mail jbobbe@centurytel.net.

Homepage: <http://www.ofarm.org/newsletters.html> (accessed 8/8/05)

493. **OMRI Update**. Organic Materials Review Institute.

Print and electronic; quarterly. Available by paid subscription.

Contact at: Box 11558, Eugene OR 97440-3758; 541-343-7600; fax 541-343-8971; e-mail info@omri.org.

Homepage: http://www.omri.org/OMRI_subscribe_info.html (accessed 8/8/05)

Description: "Latest news on products and materials, actions of the National Organic Program and National Organic Standards Board, and technical background information to help your business stay organically certified." [Web site]

494. **Organic and Natural News**. Virgo Publishing, Inc.

Contact at: P.O. Box 44079, Phoenix AZ 85067-0079; 480-990-1101; fax 480-990-0819; e-mail onn@vpico.com.

Description: No longer published; back issues/reprints available on request.

495. **Organic and Wellness News**. Premergo International Inc.

Print and electronic; quarterly. Available by paid subscription.

Contact at: 1086 Dillingham Street, Kingston ON, K7P2P4 Canada; fax 613-634-2467; e-mail info@organic-and-wellness-news.com.

Homepage: <http://www.organic-and-wellness-news.com/> (accessed 8/8/05)

Description: "Coverage includes news and reports on: the people that have made the organic movement grow and stimulate mainstream awareness; company profiles on producers, transformers and retailers; new product announcements; personnel changes; market trends and legislation affecting the environment and the quality of our life." [Web site]

496. **Organic Business News: The Voice of the Organic Food Industry**. Hotline Publishing.

Print; monthly. Available by paid subscription.

Contact at: P.O. Box 161132, Altamonte Springs FL 32716-1132; 407-628-1377; fax 407-628-9935; e-mail

obn@hotlineprinting.com.

Homepage: <http://www.obn.hotlineprinting.com/> (accessed 8/8/05)

Description: "Source of information on all aspects of organic food production, marketing, and policy issues." [Web site]

497. **Organic Business News Weekly Commodity Price Report**. Hotline Publishing.

Print; weekly. Available by paid subscription, via fax.

Contact at: P.O. Box 161132, Altamonte Springs FL 32716-1132; 407-628-1377; fax 407-628-9935; e-mail

obn@hotlineprinting.com.

Homepage: <http://www.hotlineprinting.com/obn.html> (accessed 8/8/05)

Description: "Listing current farmgate and wholesale prices on over 100 commodities." [Web site]

498. **Organic Bytes: Organic News Tidbits with an Edge**. Organic Consumers Association.

Electronic; bi-monthly. Available free online or by e-mail subscription.

Contact at: 6101 Cliff Estate Road, Little Marais MN 55614; 218-226-4164; fax 218-353-7652.

Homepage: <http://www.organicconsumers.org/organicbytes.htm> (accessed 8/8/05)

499. **The Organic Harvester**. Mountain State Organic Growers and Buyers Association (MSOGBA).

Contact at: 6103 Clevelandtown Road, Boonsboro MD 21713-2728; 301-432-4624.

Homepage: <http://www.wvu.edu/~agexten/org&agny/msogba/newsltr.htm> (accessed 8/8/05)

Description: Ceased publication 2002, archived issues 2000-2002 available free online.

500. **Organic Perspectives**. USDA, Foreign Agricultural Service (FAS).

Electronic; irregular. Available free online.

Homepage: <http://www.fas.usda.gov/agx/organics/newsletter.htm> (accessed 8/8/05)

Description: "This newsletter contains reports on organics from around the world gleaned from U.S. attaché reports, trips

made by FAS staff, and other sources. The newsletter also covers items of interest about the U.S. national organic program and the domestic organic industry. A list of upcoming conferences, trade shows and other events is included in every issue.” [Web site]

501. **Organic Processing Magazine: Strategies for Best Practices in Food, Fiber and Personal Care.** The Target Group, Inc. Print; quarterly. Available by paid subscription.

Contact at: 1945 West Mountain Street, Glendale CA 91201; 310-745-0941; fax 310-745-0997; e-mail stacy@organicprocessing.com.

Homepage: <http://www.organicprocessing.com/> (accessed 8/8/05)

Description: “Business-to-business publication for the organic food, fiber and personal care industries...” [Web site]

502. **The Organic Report.** Organic Trade Association (OTA).

Print; monthly. Available with paid membership.

Contact at: P.O. Box 547, Greenfield MA 01302; 413-774-7511; fax 413-774-6432; e-mail info@ota.com.

Homepage: <http://www.ota.com/> (accessed 8/8/05)

Description: “Member News Magazine of the Organic Trade Association.” [Web site]

503. **The Organic Standard.** GroLink AB.

Print and electronic; monthly. Available by paid subscription.

Contact at: Torfolk, 684 95 Hoje, Sweden; +46 563 72345; fax +46 563 72066; e-mail office@organicstandard.com.

Homepage: <http://www.organicstandard.com/> (accessed 8/8/05)

Description: Covers “developments concerning worldwide standards and certification issues.” [Web site] Table of contents, first pages and selected articles available free online.

504. **The Packer.** Vance Publishing Corporation, Produce Division.

Print and electronic; weekly. Available by paid subscription.

Contact at: 10901 West 84th Terrace, Lenexa KS 66214-0695; 913-438-8700; fax 913-438-0691; e-mail subscription@thepacker.com.

Homepage: <http://www.thepacker.com/> (accessed 8/8/05)

Description: News and analysis related to Crops and Markets, and Handling and Distribution. There is a searchable archive of articles (since 1992) from *The Packer*, *Produce Merchandising*, *Global Produce* and *Produce Concepts* and fee-based reprint service. Site also includes Industry Links, a free e-mail newsletter and an events calendar (free log-in required).

505. **Prepared Foods/Prepared Foods e-NewsWeekly.** Business News Publishing.

Print and electronic; monthly/electronic; weekly. Print version available free to qualified professionals; current and archived electronic issues available free online.

Homepage: <http://www.preparedfoods.com/> (accessed 8/8/05)

506. **Produce Business: The International Business Magazine Serving the Fruit, Vegetable and Floral Industries.** Phoenix Media Network, Inc.

Print; monthly. Available by paid subscription.

Contact at: P.O. Box 811768, Boca Raton FL 33481-1768; 561-447-0810; fax 561-368-9125.

507. **Progressive Grocer: The Comprehensive Source for Food Retailers.** Progressive Grocer.

Print and electronic; monthly. Print version available free to qualified professionals; current and archived electronic issues available free online.

Contact at: 770 Broadway, New York NY 10003-9595; e-mail info@progressivegrocer.com.

Homepage: <http://www.progressivegrocer.com/progressivegrocer/magazine/index.jsp> (accessed 8/8/05)

Description: “Monthly coverage includes: the latest store formats and marketing strategies, new technology, insights into marketing and positioning, and industry business news.” [Web page] *Daily Email Newsletter* also available.

508. **The Provender Journal.** Provender Alliance.

Print; bi-monthly. Available with paid membership.

Contact at: 22835 Jennie Road South East, Lyons OR 97358; 888-352-7431 or 503-859-3600; fax 503-859-3608; e-mail info@provender.org.

Homepage: <http://www.provender.org/journal.htm> (accessed 8/8/05)

Description: This organization focuses on “producers, sellers and consumers of natural foods to the grocery industry ... the

consumer on issues such as food safety, food justice, ethical business practices, sustainable agriculture and environmental integrity.” [Web site] Selected articles/issues available free online.

509. **Renewable Agriculture and Food Systems.** CABI Publishing North America.

Print and electronic; quarterly. Available by paid subscription.

Contact at: 875 Massachusetts Avenue, 7th Floor, Cambridge MA 02139; 800-528-4841 (toll free) or 617-395-4051; fax 617-354-6875; e-mail cabi-nao@cabi.org.

Homepage: <http://www.cabi-publishing.org/Journals.asp?SubjectArea=&PID=21> (accessed 8/8/05)

Description: RAFA (formerly known as *American Journal of Alternative Agriculture*) “is a multi-disciplinary journal which focuses on the science that underpins economically, environmentally, and socially sustainable approaches to agriculture and food production.” [Web site] Free e-mail Table of Contents alert available.

510. **Restaurant Business.** Restaurant Business.

Print and electronic; bi-weekly. Available by paid subscription; current electronic edition available free online.

Contact at: P.O. Box 1252, Skokie IL 60076-9719; 847-763-9050; fax 847-763-9037; e-mail rb@halldata.com.

Homepage: <http://www.restaurantbiz.com/> (accessed 8/8/05)

Description: “Features cover every facet of labor, taxes, menu planning, food preparation, automation products, equipment, and industry trends.” [Web site] Free e-mail newsletter also available.

511. **Rural Cooperatives Magazine.** USDA, Rural Business Cooperative Service.

Print and electronic; bi-monthly. Print edition available by paid subscription through Government Printing Office (GPO); current and archived electronic issues available free online.

Homepage: <http://www.rurdev.usda.gov/rbs/pub/openmag.htm> (accessed 8/8/05)

Description: Archived issues, 1998-2005, available free online.

512. **Small Farm News.** University of California, Small Farm Center.

Print and electronic; quarterly. Print and electronic versions available free (contributions encouraged).

Contact at: One Shields Avenue, Davis CA 95616; 530-752-8136; e-mail sfcenter@ucdavis.edu.

Homepage: <http://www.sfc.ucdavis.edu/pubs/SFNews/news.htm> (accessed 8/8/05)

Description: “Features farmer and farm advisor profiles, research articles, farm-related print and Web site resources, news items, and a calendar of state, national, and international events.” [Web site]

513. **Small Farm Today.** Missouri Farm Publishing, Inc.

Print; 6/year. Available by paid subscription.

Contact at: 3903 West Ridge Trail Road, Clark MO 65243-9525; 800-633-2535 (toll free) or 573-687-3525; fax 573-687-3148; e-mail smallfarm@socket.net.

Homepage: <http://www.smallfarmtoday.com> (accessed 8/8/05)

Description: “How-to Magazine of Alternative and Traditional Crops, Livestock, and Direct Marketing.” [Web site] Publisher also sponsors an annual National Small Farm Trade Show and Conference.

514. **Smart Marketing.** Cornell University, Department of Applied Economics and Management.

Electronic; monthly. Available free online.

Homepage: http://aem.cornell.edu/special_programs/hortmgt/smart_marketing/index.htm (accessed 8/8/05)

Description: Extension newsletter.

515. **Specialty Food Magazine.** National Association for the Specialty Food Trade, Inc.

Print and electronic; monthly. Print version available free to qualified professionals; current and archived electronic issues available free online.

Contact at: 120 Wall Street, 27th Floor, New York NY 10005; 212-482-6440; fax 212-482-6459.

Homepage: <http://www.specialtyfoodmagazine.com/index.htm> (accessed 8/8/05)

Description: Official publication of the Fancy Food Shows. *Specialty Food News*, daily e-mail update also available.

516. **Stagnito’s New Products Magazine: Food and Beverage from Concept to Consumer.** Stagnito Communications, Inc.

Print and electronic; monthly. Print version available free to qualified professionals; current and archived electronic issues available free online.

Contact at: 155 Pfingsten Road, Suite 205, Deerfield IL 60015; 847-205-5660; fax 847-205-5680; e-mail info@stagnito.com.

Homepage: <http://www.newproductsmag.com/> (accessed 8/8/05)

Description: This site features other free market/food tabloid-style publications including *Beverage Industry*, *Dairy Field*, *Food and Drug Packaging*, *Meat and Deli Retailer* and *Snack Food and Wholesale Bakery*.

517. **The Stockman Grass Farmer: The Grazier's Edge.** Mississippi Valley Publishing Corp.

Print; monthly. Available by paid subscription.

Contact at: P.O. Box 2300, Ridgeland MS 39158-9911; 800-748-9808 (toll free) or 601-853-1861; fax 601-853-8087; e-mail SGF@StockmanGrassFarmer.com.

Homepage: <http://www.stockmangrassfarmer.com/sgf/> (accessed 8/8/05)

Description: "Publication devoted entirely to the art and science of turning grass into cash flow. *The Stockman Grass Farmer* serves as an information network for grassland farmers sharing the latest in intensive grazing technology and pasture management." [Web site] Selected articles free online.

518. **Wellness Foods.** See *Food Processing Magazine*, above.

519. **Whole Foods Magazine.** WFC, Inc.

Print; 13/year. Available by paid subscription.

Contact at: 3000 Hadley Road, South Plainfield NJ 07080; 908-769-1160; fax 908-769-1171; e-mail info@wfcinc.com.

Homepage: <http://www.wfcinc.com/> (accessed 8/8/05)

Description: "Informing and educating natural products retailers on dietary supplements, herbs, HBC, homeopathy, foods." [Web site] Subscription includes three supplements: Industry's "Who's Who of Manufacturers;" an annual Retailer Survey; and the *Source Directory*.

520. **World Food Law.** Agra Europe (London), Ltd.

Print and electronic; monthly. Available by paid subscription.

Contact at: 80 Calverley Road, Tunbridge Wells Kent TN1 2UN, UK; +44 0 1892 533813; fax +44 0 1892 544895; e-mail marketing@agra-europe.com.

Homepage: <http://www.agra-net.com/NASApp/cs/ContentServer?pagename=agra/puboptions&PageName=menu&pubId=ag052> (accessed 8/8/05)

Description: "In-depth coverage of key regulatory issues; New global developments in food legislation; Food quality and safety standards; Regulatory responses to GM and organic foods; New rules in the functional foods market; The latest news from the FDA, European Commission, WTO, FSANZ, Codex and much more!" [Web site]

521. **World Food Regulation Review.** Research Information, Ltd.

Print and electronic; monthly. Available by paid subscription.

Contact at: 222 Maylands Avenue, Hemel Hempstead Herts HP2 7TD, UK; +44 0 20 8328 2470 and 2471; fax +44 0 1442 259395; e-mail info@researchinformation.co.uk.

Homepage: <http://www.researchinformation.co.uk/wfr.php> (accessed 8/8/05)

Description: EU-based journal provides "coverage of new laws, regulations, codes of practice and government actions worldwide. Each issue gives access to news and developments in the regulation and control of foodstuffs, such as safety, agriculture, nutritional labelling regulations, food additives and pesticide residues." [Web site]

522. **The World of Food Science.** Institute of Food Technologists (IFT) and The International Union of Food Science and Technology (IUFoST).

Electronic; dynamic. Available free online.

Contact at: 525 West Van Buren, Suite 1000, Chicago IL 60607; 312-782-8424; fax 312-782-8348; e-mail info@ift.org.

Homepage: <http://www.worldfoodscience.org/cms/> (accessed 8/8/05)

Description: Magazine's "purpose is to inform the world community of food scientists and technologists and those interested in the promotion of a safe and sufficient food supply through timely news, business activities, regulatory measures, government policies, scientific advances, regional reports, product development, consumer trends and association conference schedules." [Web site]

Market Research and Consulting Firms

This section, which appeared in previous editions of the guide, has been discontinued. An excellent alternative source for finding commercial research firms and consultants may be accessed at the Organic Trade Association's *Organic Pages Online* directory at <http://www.theorganicpages.com/topo/index.html>. See the "Consulting Services" category.

Economic and Statistical Sources

See also surveys and reports listed in Chapter VI: [Market and Consumer Studies](#) (2000-2005).

USDA Organic-specific Sources

523. **National Organic Program**. USDA, Agricultural Marketing Service (AMS).

Homepage: <http://www.ams.usda.gov/nop/> (accessed 8/8/05)

Description: Regulatory and certification information and contacts. See also listing in Chapter II, [Federal Laws and Regulations](#).

524. **Organic Farming and Marketing Briefing Room**. USDA, Economic Research Service (ERS).

URL: <http://www.ers.usda.gov/briefing/Organic/> (accessed 8/8/05)

Description: Includes reports, bulletins, data sets, and contacts.

525. **Organic Production (ERS Data)**. USDA, Economic Research Service (ERS).

URL: <http://www.ers.usda.gov/Data/organic/> (accessed 8/8/05)

Description: "ERS collected data from State and private certification groups to calculate the extent of certified organic farmland acreage and livestock in the United States. These are presented in 39 tables showing the change in U.S. organic acreage and livestock numbers from 1992 to 2001. Data for 1997, 2000, and 2001 are presented by State and commodity. Data for 2000 and 2001 for the first time include the number of certified operations, by State." [Web site]

526. **Organic Products**. USDA, Foreign Agricultural Service (FAS).

Homepage: <http://www.fas.usda.gov/agx/organics/index.htm> (accessed 8/8/05)

Description: Includes access to selected Attaché and GAIN Reports; both series focus on organic production and market data from other countries. There is also the *Organic Perspectives* newsletter, and an International Resources and Contacts directory.

527. **Sustainable Agriculture Research and Education (SARE) National Projects Database**. USDA, Cooperative State Research, Education, and Extension Service (CSREES).

URL: http://www.sare.org/reporting/report_viewer.asp (accessed 8/8/05)

Description: Searchable database of SARE-funded research projects; relevant data in reports may be found by searching on "organic marketing." The SARE Web site also includes production and marketing publications and SARE-related contacts.

USDA General Sources

528. **United States Department of Agriculture Economics and Statistics System**. Cornell University, Albert R. Mann Library.

Homepage: <http://usda.mannlib.cornell.edu/> (accessed 8/8/05)

Description: "The USDA Economics and Statistics System contains nearly 300 reports and datasets from the economics agencies of the U.S. Department of Agriculture. These materials cover U.S. and international agriculture and related topics. Most reports are text files that contain time-sensitive information. Most data sets are in spreadsheet format and include time-series data that are updated yearly." [Web site]. Searchable database.

529. **USDA, Agricultural Marketing Service (AMS)**.

Homepage: <http://www.ams.usda.gov> (accessed 8/8/05)

530. **AMS Market News.**

URL: <http://www.ams.usda.gov/marketnews.htm> (accessed 8/8/05)

Description: "Reports include information on prices, volume, quality, condition, and other market data on farm products in specific markets and marketing areas. Reports cover both domestic and international markets. The data is disseminated within hours of collection via the Internet and made available through electronic means, in printed reports, by telephone recordings and through the news media." [Web site] Cover Fruits, Vegetables, and Specialty Crops; Milk and Other Dairy Products; Livestock, Meats, Grain, and Hay; Poultry and Eggs; Cotton; Tobacco; Transportation; and National Weekly Pricing Report.

531. **Fruit and Vegetable Market News (FVMN) Portal.**

URL: <http://marketnews.usda.gov/portal/fv> (accessed 8/8/05)

Description: "Gateway to customized Market News reports and related information. The Portal allows users to view or download current and historical price and movement information. Also available on the Portal is weather information, a currency conversion tool and much more." [Web site] Browse/search by commodity (including Fruits, Onions and Potatoes, Vegetables, Herbs, Nuts, Ornamentals, Honey) or by Report Type.

532. **State Marketing Profiles.**

URL: <http://www.ams.usda.gov/statesummaries/> (accessed 8/8/05)

Description: Data for each state includes: Congressional district-by-district agricultural profiles; Farmers market operations; Agricultural marketing research projects; Urban demographics and consumption profiles; and Organic Agriculture contacts and programs.

533. **USDA, Economic Research Service (ERS).**

Homepage: <http://www.ers.usda.gov/> (accessed 8/8/05)

534. **Agricultural Exchange Rate Data Set.**

URL: <http://www.ers.usda.gov/Data/ExchangeRates/> (accessed 8/8/05)

Description: "Contains annual and monthly data for exchange rates important to U.S. agriculture. It includes both nominal and real exchange rates for 80 countries (plus the European Union) as well as real trade-weighted exchange rate indexes for many commodities and aggregations." [Web site]

535. **Agricultural Outlook: Statistical Indicators.**

URL: <http://www.ers.usda.gov/publications/Agoutlook/AOTables/> (accessed 8/8/05)

Description: "These tables include data on individual commodities, the general economy, agricultural trade, farm income and expenses, farm prices, food prices and expenditures, and other statistical indicators of the food and agriculture system." [Web site]

536. **ERS Data.**

URL: <http://www.ers.usda.gov/Data/> (accessed 8/8/05)

Description: "ERS produces data products in a range of formats, including online databases, spreadsheets, and web files. All products online are available at no charge." [Web site]

537. **ERS Subject Specialists Directory.**

URL: <http://www.ers.usda.gov/AboutERS/specialists/> (accessed 8/8/05)

538. **Food Consumption Briefing Room.**

URL: <http://www.ers.usda.gov/briefing/consumption/> (accessed 8/8/05)

539. **Food CPI, Prices, and Expenditures Briefing Room.**

URL: <http://www.ers.usda.gov/briefing/CPIFoodAndExpenditures/> (accessed 8/8/05)

540. **Food Market Structures Briefing Room.**

URL: <http://www.ers.usda.gov/briefing/foodmarketstructures/> (accessed 8/8/05)

541. **Food Marketing and Price Spreads.**

URL: <http://www.ers.usda.gov/briefing/foodpricespreads/> (accessed 8/8/05)

542. ***Foreign Agricultural Trade of the United States (FATUS).***

URL: <http://www.ers.usda.gov/data/fatus/> (accessed 8/8/05)

Description: Searchable database of “200+ commodity groups; 250+ countries and regions; 12 years of data; 950,000 data records.” [Web site]

543. ***North American Free Trade Agreement (NAFTA) Briefing Room.***

URL: <http://www.ers.usda.gov/briefing/nafta/> (accessed 8/8/05)

544. ***Outlook Reports.***

URL: <http://www.ers.usda.gov/publications/outlook/> (accessed 8/8/05)

Description: These reports “provide current and prospective information on commodity supply, demand, and price conditions. Annual yearbooks include historical data series on acreage, yield, supply, domestic use, foreign trade, and price and topical articles pertinent to understanding the U.S. and global markets.” [Web site] Topics include Aquaculture, Cotton and Wool, Feed, Floriculture and Nursery Crops, Fruit and Tree Nuts, Livestock, Dairy, and Poultry, Oil Crops, U.S. Agricultural Trade, Rice, Sugar and Sweeteners, Tobacco Outlook, Vegetables and Specialties/Melons, and Wheat.

545. ***State Fact Sheets.***

URL: <http://www.ers.usda.gov/StateFacts/> (accessed 8/8/05)

Description: “Provide information on population, employment, income, farm characteristics, and farm financial indicators for each state in the United States.” [Web site]

546. ***Trade and the Environment (Key Topics).***

URL: <http://www.ers.usda.gov/topics/view.asp?T=104218> (accessed 8/8/05)

547. ***USDA Agricultural Baseline Projections to 2011.*** 2002. *Note:* Report available in MS Word and PDF formats.

URL: <http://www.ers.usda.gov/features/10yearprojection/> (accessed 8/8/05)

548. ***World Trade Organization (WTO) Briefing Room.***

URL: <http://www.ers.usda.gov/briefing/WTO/> (accessed 8/8/05)

549. ***USDA, Foreign Agricultural Service (FAS).***

Homepage: <http://www.fas.usda.gov/> (accessed 8/8/05)

550. ***Attaché Reports.***

URL: <http://www.fas.usda.gov/scriptsw/attacherep/default.asp> (accessed 8/8/05)

Description: “There are currently 25470 reports on-line. They were received between Tuesday, January 3, 1995 and Monday, June 13, 2005.” [Web site] Search by subject, country or commodity. Reports include Global Agricultural Information Network (GAIN) Reports.

551. ***Export/Import Statistics for Bulk, Intermediate, and Consumer Oriented (BICO) Foods and Beverages.***

URL: http://www.fas.usda.gov/scriptsw/bico/bico_frm.asp (accessed 8/8/05)

Description: “Report provides U.S. agricultural export and import data on Bulk commodities, high-value Intermediate, and Consumer-Oriented foods and beverages. In addition to these three product categories, it also includes U.S. export and import data on forest products and edible fish and seafood products. Within these five product categories, trade data is provided for 46 separate product groups.” [Web site] Search by region, country or commodity.

552. ***Production, Supply and Distribution (PS and D).***

URL: <http://www.fas.usda.gov/psd/> (accessed 8/8/05)

Description: “Database contains current and historical official USDA data on production, supply and distribution of agricultural commodities for the United States and key producing and consuming countries. Users may select from a menu of pre-defined tables categorized by commodity or commodity group, or create custom queries for specific commodities, attributes and/or countries.” [Web site]

553. ***Publications and Reports Index.***

URL: <http://www.fas.usda.gov/info/pubindex/pub-a.html> (accessed 8/8/05)

554. *Quarterly Reference Guide to World Horticultural Trade: Charts Edition*. 2005.

URL: http://www.fas.usda.gov/http/Hort_Circular/2004/Charts%20Circular/toc.htm (accessed 8/8/05)

555. *Quarterly Reference Guide to World Horticultural Trade: Data Edition*. 2004.

URL: http://www.fas.usda.gov/http/Hort_Circular/2004/2004%20Quarterly%20Trade%20Data%20Edition/2004%20toc.htm (accessed 8/8/05)

556. *Subject Expert Directory*.

URL: http://www.fas.usda.gov/scripts/w/fassubj/fassubj_frm.asp (accessed 8/8/05)

557. *Trade Leads*.

URL: <http://www.fas.usda.gov/agexport/tleadsinfo.html> (accessed 8/8/05)

Description: "Trade Leads offer U.S. exporters timely information on foreign buyers who are seeking U.S. food, agricultural, fish, seafood and forest products. Trade Leads are processed and distributed on the same day. Please note that Trade Leads are not distributed by specific products (product matching). Only those companies that are part of the U.S. Suppliers List receive Trade Leads by specific products." [Web site]

558. *U.S. Export Sales Reports*.

URL: <http://www.fas.usda.gov/export-sales/esrd1.html> (accessed 8/8/05)

Description: "Weekly export sales reports serve as a timely early warning system on the possible impact of agricultural obligations on U.S. supplies and prices. The data can be used, for example, to assess the level of export demand, to determine where markets exist, and to assess the relative position of different commodities in those markets." [Web site]

559. *U.S. Trade Internet System*.

URL: <http://www.fas.usda.gov/ustrade/> (accessed 8/8/05)

Description: "Reporting United States international trade statistics on Agricultural, Fish, Forest and Textile Products from the inception of the Harmonized coding system in 1989 to the present." [Web site]

560. *USDA, National Agricultural Statistics Service (NASS)*.

NASS Customer Service Room 5835 South Building, 1400 Independence Avenue SW, Washington DC 20250; 800-727-9540 (toll free) (National Agricultural Statistics Hotline); fax 202-690-2090; e-mail nass@nass.usda.gov. Homepage: <http://www.nass.usda.gov/> (accessed 8/8/05)

561. *Agricultural Prices Monthly (PAP-BB)*.

URL: <http://jan.mannlib.cornell.edu/reports/nassr/price/pap-bb/> (accessed 8/8/05)

Description: "These files contain prices received by farmers for principal crops, livestock and livestock products; indexes of prices received by farmers; feed price ratios; indexes of prices paid by farmers; and parity prices." [Web site]

562. *Census of Agriculture 2002*.

URL: <http://www.nass.usda.gov/census/> (accessed 8/8/05)

Description: "The census of agriculture is a complete accounting of United States agricultural production...taken every five years covering the years ending in '2'; and '7.'" [Web site] The 2002 Census includes organic-specific data pertaining to acreage and commodities sold. Printed copies of the publications in Volume 1 (Geographic Area Series) can be ordered from the National Technical Information Service's Subscription Sales Order Desk by calling 800 999-6779. A CD-ROM will also be available to extract all Volume 1 data for each county into separate files and thus the ability to create different reports for individual counties. To order a CD-ROM, or for additional information regarding other electronic data products, call or write to NASS Customer Service Center above.

563. *Commodity Specialist Search*.

URL: <http://www.usda.gov/nass/nassinfo/speccomm.htm> (accessed 8/8/05)

564. *Directory of State Offices and Reports*.

URL: <http://www.usda.gov/nass/sso-rpts.htm> (accessed 8/8/05)

565. *NASS Agricultural Statistics Hotline*.

Contact at: 800-727-9540 (toll free).

566. ***Products and Services.***

URL : <http://www.usda.gov/nass/pubs/catalog.htm> (accessed 8/8/05)

Description: Access to “Guide To Products and Services (Catalog), NASS Periodicals and Annual Reports, Index of Estimates, NASS Reports by Name, NASS Electronic Products Information, Cropland Data Layer on CD-ROM, and How to Order from the NASS Sales Desk.” [Web site]

567. ***Reports by Commodity: Index of Estimates.***

URL: <http://www.usda.gov/nass/pubs/estindx1.htm> (accessed 8/8/05)

Description: “...estimates of agricultural commodities and related items.” [Web site]

568. ***Trends in Agriculture Report.***

URL: <http://www.usda.gov/nass/pubs/trends/index.htm> (accessed 8/8/05)

Description: “Our intent in this publication is to highlight some of the more memorable changes that took place in U.S. agriculture over the past century.” [Introduction]

569. ***USDA, World Agricultural Outlook Board (WOAB).***

Homepage: <http://www.usda.gov/oce/waob/> (accessed 8/8/05)

570. ***USDA Agricultural Outlook Forum.***

URL: <http://www.usda.gov/oce/waob/> (accessed 8/8/05)

Description: Access presentations and documents from the 1998 through 2003 conferences.

571. ***World Agricultural Supply and Demand Estimates Report.*** 2005.

URL: <http://www.usda.gov/oce/waob/wasde/wasde.htm> (accessed 8/8/05)

Description: “Each month USDA forecasts supply and demand for major farm commodities. Forecasts are made for the United States and for the world. They appear as “balance sheets” in which the total supply of a commodity during a marketing year equals the total disposition.” [Web site]

Other Sources

572. ***Consumer Goods Industries.*** International Trade Administration, Trade Development Unit, Office of Consumer Goods (OCG).

Homepage: <http://www.ita.doc.gov/td/ocg/> (accessed 8/8/05)

Description: Contains current and archived Import Sources and Export Destinations statistics for various processed foods and beverages along with Census and industry outlook reports, and a trade events calendar.

573. ***EconData.net.***

Homepage: <http://www.econdata.net/> (accessed 8/8/05)

Description: “1,000 links to socioeconomic data sources, arranged by subject and provider, pointers to the Web’s premiere data collections, and our own list of the ten best sites for finding regional economic data.” [Web site]

574. ***FedStats.***

Homepage: <http://www.fedstats.gov/> (accessed 8/8/05)

Description: “The gateway to statistics from over 100 U.S. Federal agencies.” [Web site]

575. ***STAT-USA.*** U.S. Department of Commerce.

Homepage: <http://www.stat-usa.gov/> (accessed 8/8/05)

Description: Searchable database of “vital economic, business, and international trade information produced by the U.S. Government.” [Web site] Includes the State of the Nation (SOTN) database (various domestic financial and economic data), GLOBUS (Global Business Opportunities), and NTDB (National Trade Data Bank) (Country Commercial Guides, Market Research reports, Best Market reports and other programs.). Full access is by paid subscription.

576. ***USA Trade Online.*** U.S. Census Bureau, STAT-USA and Foreign Trade Division.

Homepage: <http://www.usatradeonline.gov/> (accessed 8/8/05)

Description: “Access to the latest official statistics on U.S. foreign trade.” [Web site] Full access is by paid subscription.

577. **U.S. Census Bureau.**

Homepage: <http://www.census.gov/> (accessed 8/8/05)

578. **American Fact Finder.**

Homepage: <http://factfinder.census.gov/home/saff/main.html?lang=en> (accessed 8/8/05)

Description: Economic Census results/reports include: "Industry Quick Reports (Show popular economic data for an industry); Geography Quick Reports (Show popular economic data for a geographic area); Product Quick Reports (Reports showing industries by product and products by industry (available for the 2002 Economic Census only)); Economic Data Sets (Tables providing facts about the structure and functioning of the nation's economy); Reference Maps (Show boundaries of geographies along with orienting features); and Thematic Maps (Compare basic information across multiple geographic areas in the form of color-coded maps)." [Web site]

579. **County Business Patterns.**

URL: <http://www.census.gov/epcd/cbp/view/cbpview.html> (accessed 8/8/05)

Description: "An annual series that provides subnational economic data by industry." [Web site]

580. **Statistical Abstract of the United States.** *Note:* Published annually.

URL: <http://www.census.gov/prod/www/statistical-abstract-02.html> (accessed 8/8/05)

581. **Statistics for Europe and North America.** United Nations Economic Commission for Europe (UNECE).

URL: <http://www.unece.org/stats/data.htm> (accessed 8/8/05)

Description: Includes access to UNECE Common Statistical Database, Economic Survey of Europe and the report, *Trends in Europe and North America 2005*.

582. **Eurostat - Statistical Office of the European Communities.**

Homepage: <http://europa.eu.int/comm/eurostat/> (accessed 8/8/05)

Description: "Eurostat's mission is to provide the European Union with a high-quality statistical information service." [Web site]

583. **FAOSTAT.** United Nations, Food and Agriculture Organization (FAO).

Homepage: <http://faostat.fao.org/faostat/collections?version=ext&hasbulk=0> (accessed 8/8/05)

Description: Includes Agricultural Production, Agricultural Production Indices, Agriculture and Food Trade, Crops and Livestock, Trade Indices, Commodity Balances, Food Supply, Food Balance Sheets, Producer Prices, Land, Means of Production, Food Aid (WFP), Exports of Cereals by Source and Destination, CODEX ALIMENTARIUS - Pesticide Residues in Food, CODEX ALIMENTARIUS - Veterinary Drug Residues in Food. The FAOSTAT Database is unavailable from 21:00 Sunday to 00:00 Monday Central European Time.

584. **The World Bank - Data and Statistics.**

URL: <http://www.worldbank.org/data/> (accessed 8/8/05)

Description: "Almost all the data reported in this site are derived, either directly or indirectly, from official statistical systems organized and financed by national governments." [Web site]

Trade Shows

585. **All Things Organic Conference and Trade Show.** Diversified Business Communications.

Lisa Murray, Sales Manager. 121 Free Street, P.O. Box 7437, Portland ME 04112-7437; 207-842-5468; fax 207-842-5503; e-mail lmurray@divcom.com.

Homepage: <http://www.organicexpo.com/> (accessed 8/8/05)

Description: North America event sponsored by the Organic Trade Association.

586. **BioFach.** NurnbergMesse GmbH.

Contact at: Messezentrum, 90471 Nurnberg, Germany; +49 0 911 86 06 86 0; fax +49 0 9 11 86 06 82 28; e-mail biofach@nuernbergmesse.de.

Homepage: <http://www.biofach.de/main/d3zq3jg8/page.html> (accessed 8/8/05)

Description: Annual World Organic Trade Fairs/Expos and related international events in Nuremberg, Germany; Washington DC, USA; Rio de Janeiro, Brazil; and Tokyo, Japan.

587. ***Fancy Food Shows***. National Association for the Specialty Food Trade, Inc.

Homepage: <http://www.fancyfoodshows.com> (accessed 8/8/05)

Description : “Recent Fancy Food Shows have attracted from 19,000 to 32,000 attendees from specialty food, wine, gift and department stores, supermarkets, restaurants, mail-order and other related businesses.” [Web site]

588. ***The Natural Marketplace: Annual Tradeshow and Conference***. National Nutritional Foods Association (NNFA).

Contact at: 2112 East Fourth Street, Suite 200, Santa Ana CA 92705; 800-966-6632, ext. 238; fax 949-265-9011 or 714-460-7444; e-mail conventions@nnfa.org.

Homepage: <http://tradeshow.nnfa.org/> (accessed 8/8/05)

589. ***Natural Products Expo - West and East***. New Hope Natural Media.

Conference Customer Service; 866-458-4935 (toll free, U.S. only) or 303-390-1776; e-mail tradeshow@newhope.com.

Homepage: <http://www.expowest.com/> or <http://www.expoeast.com/> (accessed 8/8/05)

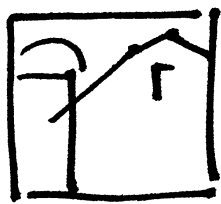
590. ***Specialty Food Shows***. National Association for the Specialty Food Trade, Inc.

Contact at: 120 Wall Street, 27th Floor, New York NY 10005; 212-482-6440; fax 212.482.6459; e-mail

membership@fancyfoodshows.com.

Homepage: <http://www.specialtyfood.com/do/fancyFoodShow/LocationsAndDates> (accessed 8/8/05)

Description: “The NASFT has sponsored and produced the high-profile, well-attended International Fancy Food and Confection Shows since 1955.” [Web site]



Organic Agricultural Products: Marketing and Trade Resources

VI. Market and Consumer Studies (2000-2005)

About this chapter: This chapter contains references and links to specific documents about the organic market, including economic analyses, consumer surveys and market and industry studies. Documents that offer some sort of Internet access are emphasized. Links to full text documents are included where available; references with only partial information online are so noted. All documents date from 2000 to the present, and are arranged by year.

Please note: A great deal of valuable marketing insight can be gained by reading newspaper, journal and magazine articles - sources not readily available or searchable on the Internet. These types of documents are included only incidentally in this publication. For a sampling of newspaper and journal articles about organic marketing issues, see *Organic Foods: Markets and Marketing*, a bibliography of "Recent Books, Articles, News Items, Reports, and Videos" listed in [Chapter IV](#) of this publication. See also [Appendix E](#): Obtaining Full-text Journal Articles.

2000

591. *The Concerned Consumer in the United States: Finding Opportunities in Anxiety to 2010*. Promar International, 2000. Information/abstract only: <http://www.promarinternational.com/pdfs/IndustryStrategicStudies/STRATEGIC%20STUDIES%20DIRECTORY.pdf> (accessed 8/8/05)

592. *Demand for Organic and Conventional Beverage Milk*, by Lewrene K. Glaser and Gary D. Thompson. Copyright by Gary D. Thompson, 2000. 22p. *Note:* Paper presented at the Western Agricultural Economics Association Annual Meetings, Vancouver, British Columbia, June 20-July 1, 2000. Full text: http://agecon.lib.umn.edu/cgi-bin/pdf_view.pl?paperid=1353&ftype=.pdf (accessed 8/8/05)

593. *Demands for Local and Organic Produce: A Brief Review of the Literature*, by Brian Harris, David Burress, and Sharon Eicher. (Report, 254A) University of Kansas, Institute for Public Policy and Business Research, 2000. 58p. *Note:* A Report of the Kaw Valley Project for Environmentally Identified Products. Full text: <http://www.ku.edu/pri/resrep/pdf/m254A.pdf> (accessed 8/8/05)

594. *Economics of Food Labeling*, by Elise Golan et al. (Agricultural Economic Report, 793) USDA, Economic Research Service (ERS), December 2000. Full text: <http://www.ers.usda.gov/publications/aer793/> (accessed 8/8/05)

595. *Export Study for U.S. Organic Products to Asia and Europe*, by Organic Insights Inc., Winfried H. Fuchshofen, and Silke Fuchshofen. Organic Trade Association (OTA), 2000. Full text: http://www.ota.com/organic/mt/export_form.html (accessed 8/8/05)

596. *Functional/Nutraceutical/Wellness Foods and Beverages*, by Dorothy Kroll. (GA-109) Business Communications Company, Inc., 2000. 144p. Information/abstract only: <http://www.bccresearch.com/food/GA109.html> (accessed 8/8/05)

597. *The Growing Natural Foods Market: Opportunities and Obstacles for Mass Market Supermarkets*, by Nessa J. Richman. (Working Paper, 00-02) University of Minnesota, Retail Food Industry Center, 2000. 24p. Full text: http://agecon.lib.umn.edu/cgi-bin/pdf_view.pl?paperid=2138&ftype=.pdf (accessed 8/8/05)

598. *How Local Farmers and School Food Service Buyers are Building Alliances: Lessons Learned from the USDA Small Farm/School Meals Workshop, May 1, 2000*, by Debra Tropp and Surajudeen Olowolayemo. USDA, Agricultural Marketing Service (AMS), Transportation and Marketing Programs, 2000. 40p.
Full text: http://www.ams.usda.gov/tmd/mta_reports/localfarmers_school.htm (accessed 8/8/05)
599. *Implications of US and Global Organic Dairy, Livestock and Poultry Production for International Trade*. USDA, Foreign Agricultural Service (FAS), Dairy, Livestock and Poultry Division, November 2000.
Full text: <http://www.fas.usda.gov/dlp2/highlights/2000/organics/intro.html> (accessed 8/8/05)
Description : Includes “Overview of U.S. Organic Industry and Organic Livestock Production” and “Overview of Global Organic Agricultural Production.”
600. *Kaw Valley Focus Groups on Local and Organic Produce*, by Brian Harris et al. (Report, 254B) University of Kansas, 2000. 21p.
Full text: <http://www.ku.edu/pri/resrep/pdf/m254B.pdf> (accessed 8/8/05)
Description: A Report of the Kaw Valley Project for Environmentally Identified Products.
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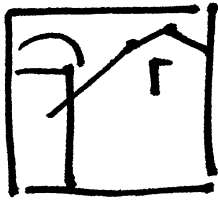
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864. **Perceived Risks of Agro-biotechnology and Organic Food Purchase in the United States,** by Arbindra Rimal and Wanki Moon. Southern Agricultural Economics Association, 2005. 26p. *Note:* Selected Paper, 2005 Annual Meeting, February 5-9, 2005, Little Rock, AR.
Full text: http://agecon.lib.umn.edu/cgi-bin/pdf_view.pl?paperid=15673&ftype=.pdf (accessed 8/8/05)
865. **Price Premiums Hold on as U.S. Organic Produce Market Expands,** by Lydia Oberholtzer, Carolyn Dimitri, and Catherine Greene. (Outlook Report, VGS30801) USDA, Economic Research Service (ERS), 2005. 22p.
Full text: <http://www.ers.usda.gov/publications/vgs/may05/VGS30801/> (accessed 8/8/05)
866. **“Retail Dilemma: Where to Put the Healthy Stuff? Opinions Differ on Optimal Shelf Placement for Natural and Organic Products.”** *Stagnito's New Products Magazine* (2005).
Full text: <http://www.newproductsmag.com/content.php?s=SN/2005/03&p=10> (accessed 8/8/05)
867. **U.S. Market Profile for Organic Food Products.** USDA, Foreign Agricultural Service (FAS), Commodity and Marketing Programs, Processed Products Division, February 2005. 19p.
Full text: <http://www.fas.usda.gov/agx/organics/USMarketProfileOrganicFoodFeb2005.pdf> (accessed 8/8/05)
Description: “Contains estimates of U.S. organic food production, consumption and trade, as well as discussion about policy and trends.” [Web site]

868. **“Understanding Economic and Behavioral Influences on Fruit and Vegetable Choices,”** by Joanne F. Guthrie et al. *Amber Waves (USDA Economic Research Service)* 3, no. 2 (April 2005).
Full text : <http://www.ers.usda.gov/Amberwaves/April05/Features/FruitAndVegChoices.htm> (accessed 8/8/05)
869. **“Western Food Makers Source Chinese Organic Ingredients.”** *Food Navigator News* (March 2005).
Full text as reprinted by Organic Consumers Association: <http://www.organicconsumers.org/organic/china40105.cfm> (accessed 8/8/05)
870. ***What Do People Want to Know About Their Food? Measuring Central Coast Consumers’ Interest in Food Systems Issues***, by Phil Howard. (Center Research Brief, 5) Center for Agroecology and Sustainable Food Systems (CASFS), Winter 2005.
Full text: <http://currents.ucsc.edu/04-05/01-24/survey.asp> (accessed 8/8/05)
871. ***The World of Organic Agriculture: Statistics and Emerging Trends 2005***, by Helga Willer and Minou Yussefi. 7th, revised edition. International Federation of Organic Agriculture Movements (IFOAM), 2005. 200p. *Note:* Chapters 1 and 2 available for free download at <http://www.orgprints.org/4297>. Sponsored by: BioFach, SOL, and FiBL.
Full text: <http://www.ifoam.org/press/press/Statistics-2005.html> (accessed 8/8/05)
872. ***Yeo Valley Case Study: How the Organics Market Can Attract the Lucrative 36-55 Year Old Age Group***. Datamonitor, 2005. 10p.
Information/abstract only: <http://www.datamonitor.com/~b1ee5ed16dfe4789856d16871290fa4f~/industries/research/?pid=CSCM0036&type=CompanyReport> (accessed 8/8/05)



Organic Agricultural Products: Marketing and Trade Resources **VII. Support Organizations**

About this chapter: There are many organizations that support, in some fashion, commercial organic enterprises. Directories of these organizations may be found on several Web sites and in print directories, some of which are listed in [Chapter V](#) of this publication. This chapter presents only a few representative organizations, along with selected guides and suggestions/links to enable the searcher to find additional support organizations most relevant to his/her enterprise and geographic location. Emphasis is on U.S. organizations.

Selected National Support Groups and Resources

873. *Agricultural Marketing Resource Center (AgMRC).*

Contact at: 1111 NSRIC, Iowa State University, Ames IA 50011-3310; 866-277-5567 (toll free); fax 515-294-9496; e-mail agmrc@iastate.edu.

Homepage: <http://www.agmrc.org> (accessed 8/8/05)

Description: "A newly formed USDA sponsored center for value added agricultural groups. There is detailed information on many market niches, how to get started, business structure, and information on writing feasibility, marketing and business plans." [Web site]

874. *Allan Savory Center for Holistic Management.*

Contact at: 1010 Tijeras NW, Albuquerque NM 87102; 505-842-5252; fax 505-843-7900; e-mail savorycenter@holisticmanagement.org.

Homepage: <http://www.holisticmanagement.org/> (accessed 8/8/05)

Description: "Holistic Management has helped people all over the world more effectively manage all their resources in a truly sustainable way." [Web site]

875. *Alternative Farming Systems Information Center (AFSIC), USDA, National Agricultural Library.*

Contact at: USDA, National Agricultural Library, 10301 Baltimore Avenue, Room 132, Beltsville MD 20705-2351; 301-504-6559; TDD 301-504-6856; fax 301-504-6409; e-mail afsic@nal.usda.gov.

Homepage: <http://www.nal.usda.gov/afsic/> (accessed 8/8/05)

Description: Library services and reference publications from the USDA National Agricultural Library.

876. *ATTRA - National Sustainable Agriculture Information Service.*

Contact at: P.O. Box 3657, Fayetteville AR 72702; 800-346-9140 (toll free); 800-411-3222 (toll free, Espanol); e-mail <http://attra.ncat.org/ask.html> (Ask a Sustainable Agriculture Expert).

Homepage: <http://attra.ncat.org/> (accessed 8/8/05)

Description: Provides information and other technical assistance to farmers, ranchers, Extension agents, educators, and others involved in sustainable agriculture in the United States.

877. *Building Better Rural Places: Federal Programs for Sustainable Agriculture, Forestry, Conservation and Community Development*, by Margaret Krome, Susan LeVan, and David Zodrow. USDA in collaboration with The Michael Fields Agricultural Institute and The National Center for Appropriate Technology (NCAT), 2005.

Homepage: <http://attra.ncat.org/guide/index.html> (accessed 8/8/05)

Description: "This guide is written for anyone seeking help from Federal programs to foster innovative enterprises in agriculture and forestry in the United States. Specifically, the guide addresses program resources in community development; sustainable land management; and value-added and diversified agriculture and forestry. Thus, it can help farmers, entrepreneurs, community developers, conservationists, and many other individuals, as well as private and public organizations, both for-profit and not-for-profit." [Web site] Fully searchable.

878. ***Center for Rural Affairs.***

Contact at: 145 Main Street, P.O. Box 136, Lyons NE 68038-0136; 402-687-2100; fax 402-687-2200; e-mail info@cfra.org.

Homepage: <http://www.cfra.org/> (accessed 8/8/05)

Description: "A private, non-profit organization...working to strengthen small businesses, family farms and ranches, and rural communities." [Web site]

879. ***Chefs Collaborative: Partners in Local, Artisanal, and Sustainable Cuisine.***

Contact at: 262 Beacon Street, Boston MA 02116; 617-236-5200; fax 617-236-5272; e-mail info@chefscollaborative.org.

Homepage: <http://www.chefscollaborative.org/> (accessed 8/8/05)

Description: "National network of more than 1,000 members of the food community who promote sustainable cuisine by celebrating the joys of local, seasonal, and artisanal cooking." [Web site] Includes FRESHNET E-Newsletter. 2nd edition of *Chefs Collaborative Restaurant Guide* is now available.

880. ***Community Food Security Coalition (CFSC).***

Contact at: P.O. Box 209, Venice CA 90294; 310-822-5410; fax 310-822-1440; e-mail andy@foodsecurity.org.

Homepage: <http://www.foodsecurity.org/> (accessed 8/8/05)

Description: Seeking "to develop self-reliance among all communities in obtaining their food and to create a system of growing, manufacturing, processing, making available, and selling food that is regionally based and grounded in the principles of justice, democracy, and sustainability." [Web site] Includes Farm-to-School Program support.

881. ***The Food Alliance (TFA).***

Contact at: 1829 NE Alberta, no. 5, Portland OR 97211; 503-493-1066; fax 503-493-1069; e-mail info@foodalliance.org.

Homepage: <http://www.foodalliance.org/> (accessed 8/8/05)

882. ***The Food Industry Center, University of Minnesota Department of Applied Economics.***

Contact at: 317 Classroom Office Building, 1994 Buford Avenue, St. Paul MN 55108-6040; 612-625-7019; fax 612-625-2729; e-mail tfic@aphec.umn.edu.

Homepage: <http://foodindustrycenter.umn.edu/> (accessed 8/8/05)

Description: "Advancing knowledge about processing, distribution, sales, and food service." [Web site] Products include: *The Price of Launching a New Product: Empirical Evidence on Factors Affecting the Relative Magnitude of Slotting Allowances* and *Twin City Natural Food Co-Ops: The Role of Customer Preferences and Characteristics When Choosing Among Structural Options*. Also publishes an online Newsletter.

883. ***The Food Processing Center.***

Contact at: 143 Food Industry Complex, University of Nebraska, Lincoln, Lincoln NE 68583-0930; 402-472-2832; fax 402-472-1693; e-mail fpc@unl.edu.

Homepage: <http://fpc.unl.edu/> (accessed 8/8/05)

Description: "To advance the value-added food manufacturing industry by partnering on technical and business development from idea through ongoing market support." [Mission statement]

884. ***Institute for Agriculture and Trade Policy (IATP).***

Contact at: 2105 First Avenue South, Minneapolis MN 55404; 612-870-0453; fax 612-870-4846; e-mail iatp@iatp.org.

Homepage: <http://www.iatp.org> (accessed 8/8/05)

Description: "Promotes resilient family farms, rural communities and ecosystems around the world through research and education, science and technology, and advocacy." [Web site]

885. ***Institute for Food Laws and Regulations (IFLR).***

Contact at: 165 National Food Safety and Toxicology Center, Michigan State University, East Lansing MI 48224; 517-355-8295.

Homepage: <http://www.iflr.msu.edu/> (accessed 8/8/05)

Description: "Dedicated to providing a global perspective on the challenges and opportunities in the international food trade through our Study Abroad Program, Internet Food Law Certificate Program, workshops, lectures and seminars." [Web site]

886. ***International HACCP Alliance.***

Contact at: 120 Rosenthal Center, 2471 TAMU, College Station TX 77843-2471; 979-862-3643; fax 979-862-3075; e-mail kharris@tamu.edu.

Homepage: <http://haccpalliance.org> (accessed 8/8/05)

Description: “The International HACCP Alliance was developed to provide a uniform program to assure safer meat and poultry products.” News and “Scientific Article Library.” [Web site]

887. *North American Farmers’ Direct Marketing Association (NAFDMA).*

Contact at: 62 Whiteloaf Road, Southampton MA 01073; 413-529-0386; fax 413-529-2471.

Homepage: <http://www.nafdma.com/> (accessed 8/8/05)

Description: Non-profit membership organization “fostering growth throughout the farm direct marketing community.” [Web site] Publications and annual conference.

888. *The NxLevel Training Network.*

Contact at: 63 East 11400 South no. 322, Sandy UT 84070; 800-873-9378 (toll free) or 801-446-6162; fax 800-860-0522.

Homepage: <http://www.nxlevel.org/> (accessed 8/8/05)

Description: Training curriculums (offered in many states) include NxLevel for Business Start-ups, for Entrepreneurs, for Enterprising Youth, for Micro-Entrepreneurs, for Agricultural Entrepreneurs and for Alternative Agriculture.

889. *Organic Center for Education and Promotion.*

Homepage: <http://www.ota.com/about/organiccenter.html> (accessed 8/8/05)

Description: “Helps consumers, policy makers, researchers and the media understand the benefits organic products provide to society.” Affiliated with the Organic Trade Association (OTA), contact information below.

890. *Organic Consumers Association.*

Contact at: 6101 Cliff Estate Road, Little Marais MN 55614; 218-226-4164; fax 218-353-7652.

Homepage: <http://OrganicConsumers.org/> (accessed 5)

Description: “Campaigning for Food Safety, Organic Agriculture, Fair Trade and Sustainability... Promotes food safety, organic farming and sustainable agriculture practices in the U.S. and internationally.” [Web site] Database of news articles, links, and newsletter service.

891. *Organic Farmers’ Agency for Relationship Marketing (OFARM).*

John Bobbe, Executive Director.; 866-846-5522 (toll free) or 920-825-1369; e-mail jbobbe@centurytel.net.

Homepage: <http://www.ofarm.org/> (accessed 8/8/05)

Description: “Mission statement: To coordinate efforts of producer marketing groups to benefit and sustain organic producers.” [Web site] Provides newsletter, conference listings, “Dairy Pay-Price Comparisons,” and “OFARM Target Price List” for organic field crops.

892. *Organic Farming Research Foundation (OFRF).*

Contact at: P.O. Box 440, Santa Cruz CA 95061; 831-426-6606; fax 831-426-6670; e-mail research@ofrf.org.

Homepage: <http://www.ofrf.org/> (accessed 8/8/05)

Description: “To foster the improvement and widespread adoption of organic farming practices.” [Web site] Products include: *National Organic Farmers’ Survey*. Provides research grants.

893. *Organic Grapes into Wine Alliance (OGWA).*

Contact at: 1592 Union Street, Suite 350, San Francisco CA 94123; 415-256-8882; e-mail brian@fitzpatrickwinery.com.

Homepage: <http://www.organicwine.com/> (accessed 8/8/05)

Description: “Support the production of wines made from organically grown grapes...through establishing production standards, education, cooperation and leadership.” [Web site]

894. *Organic Materials Review Institute (OMRI).*

Contact at: Box 11558, Eugene OR 97440; 541-343-7600; fax 541-343-8971; e-mail info@omri.org.

Homepage: <http://www.omri.org/> (accessed 8/8/05)

Description: “Nonprofit organization that specializes in the review of substances for use in organic production, processing, and handling.” See description in [Chapter II](#) and OMRI publication descriptions in [Chapter V](#).

895. *Organic Trade Association (OTA).*

Contact at: P.O. Box 547, Greenfield MA 01302; 413-774-7511; fax 413-774-6432; e-mail info@ota.com.

Homepage: <http://www.ota.com/> (accessed 8/8/05)

Description: See description in [Chapter V](#).

896. ***Service Corps of Retired Executives (SCORE).***

Contact at: 800-634-0245 (toll free).

Homepage: <http://www.score.org/> (accessed 8/8/05)

Description : “SCORE’s national network of volunteer business executives and professionals provide advice, troubleshooting and counseling.” [Web site]

897. ***Southwest Marketing Network.***

Jim Dyer, Project Director. 2727 CR 134, Hesperus CO 81326; 970-588-2292; e-mail jadyer@frontier.net.

Homepage: <http://www.swmarketing.ncat.org/> (accessed 5)

Description: Supports Southwest producers with “connections with others, technical and financial assistance, marketing information, business and marketing skills, and peer examples needed to improve their marketing success.” [Web site]

898. ***Sustainable Agriculture Network (SAN).***

Contact at: 10300 Baltimore Avenue, Building 046 - BARC West, Beltsville MD 20705-2350; 301-504-6425; fax 301-504-5207; e-mail san@sare.org.

Homepage: <http://www.sare.org/> (accessed 8/8/05)

Description: “Communications and outreach arm of the Sustainable Agriculture Research and Education (SARE) program [USDA].” Numerous publications and directories online. SARE grants information and contacts available on the Web site.

899. ***Where Can I Get Assistance for my Market Project?*** USDA, Agricultural Marketing Service (AMS).

URL: <http://www.ams.usda.gov/directmarketing/funding.htm> (accessed 8/8/05)

Description: Information regarding USDA Funding programs.

Where and How to Find Additional Support

See also: Chapter IV, [Business Directories](#) and Commodity Trading Sites, for listings of directories.

State and regional organic farming and consumer organizations...

These groups often provide excellent networking, through referrals, membership and published local directories. Start with ATTRA’s *Sustainable Agriculture Organizations and Publications* directory.

URL: <http://attra.ncat.org/attra-pub/susagorg.html> (accessed 8/8/05)

Organic certifying agencies...

Start with the USDA National Organic Program’s list of accredited certifiers.

URL: <http://www.ams.usda.gov/nop/CertifyingAgents/Accredited.html> (accessed 8/8/05)

Regional and local community food organizations...

Start with *Community Food Systems* links at the National Agricultural Library Food and Nutrition Information Center.

URL: <http://www.nal.usda.gov/fnic/etext/000061.html> (accessed 8/8/05)

Regional and local farmer’s markets...

Visit, compare, network, participate. Start with the listings at USDA’s *National Directory of Farmers Markets*.

URL: <http://www.ams.usda.gov/farmersmarkets/> (accessed 8/8/05)

State and local value-added, specialty food marketing and food entrepreneur assistance programs...

Start with the AgMRC Value-added Directories page.

URL: <http://www.agmrc.org/agmrc/directories/agmrcdir/agmrcdir.htm> (accessed 8/8/05)

Your state department of agriculture, national directory online, *State and Local Government on the Net: A Directory of Official State, County, and City Government Websites*.

URL: <http://www.statelocalgov.net/50states-agriculture.htm> (accessed 8/8/05)

See also Penn State’s directory of *Food Entrepreneur Resources*.

URL: <http://foodsafety.psu.edu/processor/resources.htm> (accessed 8/8/05)

State and county Cooperative Extension programs...

Usually the best source for local funding and assistance program information. Start with the *USDA Cooperative Extension System Offices* online directory.

URL: <http://www.csrees.usda.gov/Extension/index.html> (accessed 8/8/05)

Sustainable Agriculture Research and Education (SARE) state contacts...

Start with the Sustainable Agriculture Research and Education (SARE) online contacts directory.

URL: <http://www.sare.org/about/contacts.htm> (accessed 8/8/05)

Food marketing and agribusiness associations...

Start with the National Agricultural Library's *Agribusiness, Food Industry and Forest Industry Associations on the Internet*.

URL: <http://www.nal.usda.gov/atmic/pubs/agriassn.htm> (accessed 8/8/05) (Although last updated in 1999, much of the information in this directory remains valid.)

Local and state food marketing regulatory agencies...

Start with the listings at your state department of agriculture, online directory of state contacts, *State and Local Government on the Net: A Directory of Official State, County, and City Government Websites*.

URL: <http://www.statelocalgov.net/50states-agriculture.htm> (look for "Food Quality" or "Food Safety" type programs) (accessed 8/8/05)

Farmer's organizations...

Start with North American Regional Forum on Agricultural Research Farmer's Organizations directory.

URL: http://ppathw3.cals.cornell.edu/iipmweb/nafar/usa_farmorg.htm (accessed 8/8/05)

Local Resource Conservation and Development Councils...

Start with National Association of Resource Conservation and Development Councils' online contacts directory.

URL: <http://www.rcdnet.org/directories.htm> (accessed 8/8/05)

State Rural Development Offices...

Start with listings at the online *Rural Development State Offices Directory*.

URL: http://www.rurdev.usda.gov/recd_map.html (accessed 8/8/05)

State and regional Small Business Administration (SBA) offices...

Start with online SBA directories.

URL: <http://www.sba.gov/services/> (accessed 8/8/05)

Funding agencies and organizations...

Start with National Agricultural Library Rural Information Center (RIC) Funding Resources Web page.

URL: <http://www.nal.usda.gov/ric/ruralres/funding.htm> (accessed 8/8/05)

See also: RIC FAQ *What Information and Funding Resources are Available for Small Businesses?*

URL: <http://www.nal.usda.gov/ric/faqs/busnsfaq.htm> (accessed 8/8/05) and

RIC FAQ, *What Financial Resources are Available to Assist Small Farms?*

URL: <http://www.nal.usda.gov/ric/faqs/farmfaq.htm> (accessed 8/8/05)

Appendix A

USDA National Organic Standards: Selected Text and Links

What and Who Must be Certified and How *Applicability and Certification*

Appendix Note

Appendices A-D in this publication contain **selected** text from the Rule that pertains to the marketing and trade of organic agricultural products. The selections are meant to be representative, not comprehensive. For a complete understanding of the breadth and meaning of the National Organic Standards, **readers are urged to read the entire text of the Rule**. Each Appendix contains links to the full text of its respective Subpart; for a fully linked version of these Appendices, see the HTML version of this publication at http://www.nal.usda.gov/afsic/AFSIC_pubs/OAP/srb0301.htm.

Note: Text of the USDA National Organic Program Final Rule 7 CFR Part 205 occupies more than 135 pages in the Federal Register. It is arranged into 7 Subparts:

Subpart A - Definitions includes a lengthy glossary;

Subpart B - Applicability covers What has to be certified;

Subpart C - Organic Production and Handling Requirements includes 11 requirement areas for crop and livestock operations as well as Organic handling requirements;

Subpart D - Labels, Labeling, and Market Information pertains to the Use of the term, “organic;”

Subpart E - Certification includes General requirements for certification;

Subpart F - Accreditation of Certifying Agents covers Areas and duration of accreditation and General requirements for accreditation;

Subpart G - Administrative addresses The National List of Allowed and Prohibited Substances (and Amending the National List); State Organic Programs; Fees; Compliance; Inspection and Testing, Reporting, and Exclusion from Sale; and Adverse Action Appeal Process.

Selected text: Preamble to Subpart B - Applicability

“This subpart provides an overview of what has to be certified under the National Organic Program (NOP); describes exemptions and exclusions from certification; addresses use of the term, “organic”; addresses recordkeeping by certified production and handling operations; and addresses allowed and prohibited substances, methods, and ingredients in organic production and handling...”

The *Preamble* continues with extensive explanatory text regarding this Subpart including information about Exempt and Excluded Operations and Examples of Records.

Go to: Complete text of the Preamble to Subpart B - Applicability

<http://www.ams.usda.gov/nop/NOP/standards/ApplicPre.html>

Selected text: Subpart B - Applicability

§ 205.100 What has to be certified.

(a) Except for operations exempt or excluded in § 205.101, each production or handling operation or specified portion of a production or handling operation that produces or handles crops, livestock, livestock products, or other agricultural products that are intended to be sold, labeled, or represented as “100 percent organic,” “organic,” or “made with organic (specified ingredients or food group(s))” must be certified according to the provisions of subpart E of this part and must meet all other applicable requirements of this part.

(b) Any production or handling operation or specified portion of a production or handling operation that has been already certified by a certifying agent on the date that the certifying agent receives its accreditation under this part shall be deemed to be certified under the Act until the operation’s next anniversary date of certification. Such recognition shall only be available to those operations certified by a certifying agent that receives its accreditation within 18 months from the effective date of this final rule.

(c) Any operation that:

- (1) Knowingly sells or labels a product as organic, except in accordance with the Act, shall be subject to a civil penalty of not more than \$10,000 per violation.
- (2) Makes a false statement under the Act to the Secretary, a governing State official, or an accredited certifying agent shall be subject to the provisions of section 1001 of title 18, United States Code.

Additional Subpart headings (See *Complete text of Subpart B - Applicability* for detail)

- § 205.101 Exemptions and exclusions from certification
- § 205.102 Use of the term, “organic.”
- § 205.103 Recordkeeping by certified operations.
- § 205.105 Allowed and prohibited substances, methods, and ingredients in organic production and handling.

Go to: Complete text of Subpart B Applicability

<http://www.ams.usda.gov/nop/NOP/standards/ApplicReg.html>

Selected text: Preamble to Subpart E - Certification

“This subpart sets forth the requirements for a national program to certify production and handling operations as certified organic production or handling operations. This certification process will be carried out by accredited certifying agents.”

The *Preamble* continues with extensive explanatory text regarding this Subpart including information about the Certification Process, Continuation of Certification and Denial of Certification.

Go to: Complete text of the Preamble to Subpart E - Certification

<http://www.ams.usda.gov/nop/NOP/standards/CertPre.html>

Selected text: Subpart E - Certification

§ 205.400 General requirements for certification.

A person seeking to receive or maintain organic certification under the regulations in this part must:

- (a) Comply with the Act and applicable organic production and handling regulations of this part;
- (b) Establish, implement, and update annually an organic production or handling system plan that is submitted to an accredited certifying agent as provided for in § 205.200;
- (c) Permit on-site inspections with complete access to the production or handling operation, including noncertified production and handling areas, structures, and offices by the certifying agent as provided for in § 205.403;
- (d) Maintain all records applicable to the organic operation for not less than 5 years beyond their creation and allow authorized representatives of the Secretary, the applicable State organic program’s governing State official, and the certifying agent access to such records during normal business hours for review and copying to determine compliance with the Act and the regulations in this part, as provided for in § 205.104;
- (e) Submit the applicable fees charged by the certifying agent; and
- (f) Immediately notify the certifying agent concerning any:
 - (1) Application, including drift, of a prohibited substance to any field, production unit, site, facility, livestock, or product that is part of an operation; and
 - (2) Change in a certified operation or any portion of a certified operation that may affect its compliance with the Act and the regulations in this part.

Additional Subpart headings (See *Complete text of Subpart E - Certification* for detail)

- § 205.401 Application for Certification.
- § 205.402 Review of application.
- § 205.403 On-site inspections.
- § 205.404 Granting certification.
- § 205.405 Denial of certification.
- § 205.406 Continuation of certification.

Go to: Complete text of Subpart E Certification

<http://www.ams.usda.gov/nop/NOP/standards/CertReg.html>

Selected definitions: *National Organic Program (NOP) Regulatory Text, 7 CFR Part 205, Subpart A - Definitions, § 205.2 Terms defined*

Accreditation. A determination made by the Secretary that authorizes a private, foreign, or State entity to conduct certification activities as a certifying agent under this part.

Act. The Organic Foods Production Act of 1990, as amended (7 U.S.C. 6501 et seq.).

Certification or certified. A determination made by a certifying agent that a production or handling operation is in compliance with the Act and the regulations in this part, which is documented by a certificate of organic operation.

Certified operation. A crop or livestock production, wild-crop harvesting or handling operation, or portion of such operation that is certified by an accredited certifying agent as utilizing a system of organic production or handling as described by the Act and the regulations in this part.

Certifying agent. Any entity accredited by the Secretary as a certifying agent for the purpose of certifying a production or handling operation as a certified production or handling operation.

Certifying agent's operation. All sites, facilities, personnel, and records used by a certifying agent to conduct certification activities under the Act and the regulations in this part.

Governmental entity. Any domestic government, tribal government, or foreign governmental subdivision providing certification services.

Inspector. Any person retained or used by a certifying agent to conduct inspections of certification applicants or certified production or handling operations.

Inspection. The act of examining and evaluating the production or handling operation of an applicant for certification or certified operation to determine compliance with the Act and the regulations in this part.

Organic system plan. A plan of management of an organic production or handling operation that has been agreed to by the producer or handler and the certifying agent and that includes written plans concerning all aspects of agricultural production or handling described in the Act and the regulations in subpart C of this part.

Person. An individual, partnership, corporation, association, cooperative, or other entity.

Private entity. Any domestic or foreign nongovernmental for-profit or not-for-profit organization providing certification services.

Records. Any information in written, visual, or electronic form that documents the activities undertaken by a producer, handler, or certifying agent to comply with the Act and regulations in this part.

Go to: Complete list of Definitions

<http://www.ams.usda.gov/nop/NOP/standards/DefineReg.html>

Appendix B

USDA National Organic Standards: Selected Text and Links

Handling and Processing of Organic Products *Organic Production and Handling Requirements*

Appendix Note

Appendices A-D in this publication contain **selected** text from the Rule that pertains to the marketing and trade of organic agricultural products. The selections are meant to be representative, not comprehensive. For a complete understanding of the breadth and meaning of the National Organic Standards, **readers are urged to read the entire text of the Rule**. Each Appendix contains links to the full text of its respective Subpart; for a fully linked version of these Appendices, see the HTML version of this publication at http://www.nal.usda.gov/afsic/AFSIC_pubs/OAP/srb0301.htm.

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Subpart B - Applicability covers What has to be certified;

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Subpart D - Labels, Labeling, and Market Information pertains to the Use of the term, “organic;”

Subpart E - Certification includes General requirements for certification;

Subpart F - Accreditation of Certifying Agents covers Areas and duration of accreditation and General requirements for accreditation;

Subpart G - Administrative addresses The National List of Allowed and Prohibited Substances (and Amending the National List); State Organic Programs; Fees; Compliance; Inspection and Testing, Reporting, and Exclusion from Sale; and Adverse Action Appeal Process.

Selected text: Preamble to Subpart C - Organic Crop, Wild Crop, Livestock, and Handling Requirements

Description of Regulations - General Requirements

“This subpart sets forth the requirements with which production and handling operations must comply in order to sell, label, or represent agricultural products as “100 percent organic,” “organic,” or “made with organic (specified ingredients or food group(s)).” The producer or handler of an organic production or handling operation must comply with all applicable provisions of subpart C. Any production practice implemented in accordance with this subpart must maintain or improve the natural resources, including soil and water quality, of the operation. Production and handling operations which sell, label, or represent agricultural products as organic in any manner and which are exempt or excluded from certification must comply with the requirements of this subpart, except for the development of an organic system plan....”

The *Preamble* continues with extensive explanatory text regarding this Subpart including information about Handling, Temporary Variances, and Management Practices and Physical Barriers to Prevent Commingling.

Go to: Complete text of the Preamble

<http://www.ams.usda.gov/nop/NOP/standards/ProdHandPre.html>

Selected text: Subpart C - Organic Production and Handling Requirements

§ 205.200 General.

“The producer or handler of a production or handling operation intending to sell, label, or represent agricultural products as “100 percent organic,” “organic,” or “made with organic (specified ingredients or food group(s))” must comply with the applicable provisions of this subpart. Production practices implemented in accordance with this subpart must maintain or improve the natural resources of the operation, including soil and water quality...”

Go to: Complete text of Subpart C

<http://www.ams.usda.gov/nop/NOP/standards/ProdHandReg.html>

Selected definitions: *National Organic Program (NOP) Regulatory Text, 7 CFR Part 205, Subpart A - Definitions, § 205.2 Terms defined*

Commingling. Physical contact between unpackaged organically produced and nonorganically produced agricultural products during production, processing, transportation, storage or handling, other than during the manufacture of a multiingredient product containing both types of ingredients.

Handler. Any person engaged in the business of handling agricultural products, including producers who handle crops or livestock of their own production, except such term shall not include final retailers of agricultural products that do not process agricultural products.

Handling operation. Any operation or portion of an operation (except final retailers of agricultural products that do not process agricultural products) that receives or otherwise acquires agricultural products and processes, packages, or stores such products.

Go to: Complete list of Definitions

<http://www.ams.usda.gov/nop/NOP/standards/DefineReg.html>

Appendix C

USDA National Organic Standards: Selected Text and Links

Use of the Organic Label *Labels, Labeling, and Market Information*

Appendix Note

Appendices A-D in this publication contain **selected** text from the Rule that pertains to the marketing and trade of organic agricultural products. The selections are meant to be representative, not comprehensive. For a complete understanding of the breadth and meaning of the National Organic Standards, **readers are urged to read the entire text of the Rule**. Each Appendix contains links to the full text of its respective Subpart; for a fully linked version of these Appendices, see the HTML version of this publication at http://www.nal.usda.gov/afsic/AFSIC_pubs/OAP/srb0301.htm.

Note: Text of the USDA National Organic Program Final Rule 7 CFR Part 205 occupies more than 135 pages in the Federal Register. It is arranged into 7 Subparts:

Subpart A - Definitions includes a lengthy glossary;

Subpart B - Applicability covers What has to be certified;

Subpart C - Organic Production and Handling Requirements includes 11 requirement areas for crop and livestock operations as well as Organic handling requirements;

Subpart D - Labels, Labeling, and Market Information pertains to the Use of the term, “organic;”

Subpart E - Certification includes General requirements for certification;

Subpart F - Accreditation of Certifying Agents covers Areas and duration of accreditation and General requirements for accreditation;

Subpart G - Administrative addresses The National List of Allowed and Prohibited Substances (and Amending the National List); State Organic Programs; Fees; Compliance; Inspection and Testing, Reporting, and Exclusion from Sale; and Adverse Action Appeal Process.

Selected text: Preamble for Subpart D - Labels, Labeling, and Market Information

“The Act provides that a person may sell or label an agricultural product as organically produced only if the product has been produced and handled in accordance with provisions of the Act and these regulations. This subpart sets forth labeling requirements for organic agricultural products and products with organic ingredients based on their percentage of organic composition. For each labeling category, this subpart establishes what organic terms and references can and cannot be displayed on a product package’s principal display panel (pdp), information panel, ingredient statement, and on other package panels. Labeling requirements also are established for organically produced livestock feed, for containers used in shipping and storing organic product, and for denoting organic bulk products in market information which is displayed or disseminated at the point of retail sale. Restrictions on labeling organic product produced by exempt operations are established. Finally, this subpart provides for a USDA seal and regulations for display of the USDA seal and the seals, logos, or other identifying marks of certifying agents...”

The *Preamble* continues with extensive explanatory text regarding this Subpart including information about Categories of Organic Content, Product with Less Than 70 Percent Organic Ingredients, Prohibited Practices, Calculating the Percentage of Organic Ingredients, Labeling Consumer Product Packages, Labeling Nonretail Containers, Labeling Products at the Point of Retail Sale, Labeling Products Produced in Exempt or Excluded Operations, and more.

Go to: Complete text of the Preamble for Subpart D - Labels, Labeling, and Market Information

<http://www.ams.usda.gov/nop/NOP/standards/LabelPre.html>

Selected text: Subpart D - Labels, Labeling, and Market Information

§ 205.300. Use of the term, “organic.”

- (a) The term, “organic,” may only be used on labels and in labeling of raw or processed agricultural products, including ingredients, that have been produced and handled in accordance with the regulations in this part. The term, “organic,” may not be used in a product name to modify a nonorganic ingredient in the product.
- (b) Products for export, produced and certified to foreign national organic standards or foreign contract buyer requirements, may be labeled in accordance with the organic labeling requirements of the receiving country or contract buyer: Provided, That, the shipping containers and shipping documents meet the labeling requirements specified in § 205.307(c).
- (c) Products produced in a foreign country and exported for sale in the United States must be certified pursuant to subpart E of this part and labeled pursuant to this subpart D.
- (d) Livestock feeds produced in accordance with the requirements of this part must be labeled in accordance with the requirements of § 205.306.

Additional Subpart headings (see *Complete text of Subpart D - Labels, Labeling, and Market Information* for detail)

- § 205.301 Product composition.
- § 205.302 Calculating the percentage of organically produced ingredients.
- § 205.303 Packaged products labeled “100 percent organic” or “organic.”
- § 205.304 Packaged products labeled “made with organic (specified ingredients or food group(s)).”
- § 205.305 Multiingredient packaged products with less than 70 percent organically produced ingredients.
- § 205.306 Labeling of livestock feed.
- § 205.307 Labeling of nonretail containers used for only shipping or storage of raw or processed agricultural products labeled as “100 percent organic,” “organic,” or “made with organic (specified ingredients or food group(s)).”
- § 205.308 Agricultural products in other than packaged form at the point of retail sale that are sold, labeled, or represented as “100 percent organic” or “organic.”
- § 205.309 Agricultural products in other than packaged form at the point of retail sale that are sold, labeled, or represented as “made with organic (specified ingredients or food group(s)).”
- § 205.310 Agricultural products produced on an exempt or excluded operation.
- § 205.311 USDA Seal.

Go to: Complete text of Subpart D - Labels, Labeling, and Market Information

<http://www.ams.usda.gov/nop/NOP/standards/LabelReg.html>

Selected definitions: National Organic Program (NOP) Regulatory Text, 7 CFR Part 205, Subpart A - Definitions, § 205.2 Terms defined

Act. The Organic Foods Production Act of 1990, as amended (7 U.S.C. 6501 et seq.).

Agricultural product. Any agricultural commodity or product, whether raw or processed, including any commodity or product derived from livestock, that is marketed in the United States for human or livestock consumption.

Audit trail. Documentation that is sufficient to determine the source, transfer of ownership, and transportation of any agricultural product labeled as “100 percent organic,” the organic ingredients of any agricultural product labeled as “organic” or “made with organic (specified ingredients)” or the organic ingredients of any agricultural product containing less than 70 percent organic ingredients identified as organic in an ingredients statement.

Bulk. The presentation to consumers at retail sale of an agricultural product in unpackaged, loose form, enabling the consumer to determine the individual pieces, amount, or volume of the product purchased.

Commingling. Physical contact between unpackaged organically produced and nonorganically produced agricultural products during production, processing, transportation, storage or handling, other than during the manufacture of a multiingredient product containing both types of ingredients.

Information panel. That part of the label of a packaged product that is immediately contiguous to and to the right of the principal display panel as observed by an individual facing the principal display panel, unless

another section of the label is designated as the information panel because of package size or other package attributes (e.g., irregular shape with one usable surface).

Ingredient. Any substance used in the preparation of an agricultural product that is still present in the final commercial product as consumed.

Ingredients statement. The list of ingredients contained in a product shown in their common and usual names in the descending order of predominance.

Label. A display of written, printed, or graphic material on the immediate container of an agricultural product or any such material affixed to any agricultural product or affixed to a bulk container containing an agricultural product, except for package liners or a display of written, printed, or graphic material which contains only information about the weight of the product.

Labeling. All written, printed, or graphic material accompanying an agricultural product at any time or written, printed, or graphic material about the agricultural product displayed at retail stores about the product.

Lot. Any number of containers which contain an agricultural product of the same kind located in the same conveyance, warehouse, or packing house and which are available for inspection at the same time.

Market information. Any written, printed, audiovisual, or graphic information, including advertising, pamphlets, flyers, catalogues, posters, and signs, distributed, broadcast, or made available outside of retail outlets that are used to assist in the sale or promotion of a product.

Nonretail container. Any container used for shipping or storage of an agricultural product that is not used in the retail display or sale of the product.

Organic. A labeling term that refers to an agricultural product produced in accordance with the Act and the regulations in this part.

Principal display panel. That part of a label that is most likely to be displayed, presented, shown, or examined under customary conditions of display for sale.

Processing. Cooking, baking, curing, heating, drying, mixing, grinding, churning, separating, extracting, slaughtering, cutting, fermenting, distilling, eviscerating, preserving, dehydrating, freezing, chilling, or otherwise manufacturing and includes the packaging, canning, jarring, or otherwise enclosing food in a container.

Production lot number/identifier. Identification of a product based on the production sequence of the product showing the date, time, and place of production used for quality control purposes.

Processing aid. (a) substance that is added to a food during the processing of such food but is removed in some manner from the food before it is packaged in its finished form; (b) a substance that is added to a food during processing, is converted into constituents normally present in the food, and does not significantly increase the amount of the constituents naturally found in the food; and (c) a substance that is added to a food for its technical or functional effect in the processing but is present in the finished food at insignificant levels and does not have any technical or functional effect in that food.

Retail food establishment. A restaurant; delicatessen; bakery; grocery store; or any retail outlet with an in-store restaurant, delicatessen, bakery, salad bar, or other eat-in or carry-out service of processed or prepared raw and ready-to-eat-food.

Go to: Complete list of Definitions

<http://www.ams.usda.gov/nop/NOP/standards/DefineReg.html>

Appendix D

USDA National Organic Standards: Selected Text and Links

****The National List of Allowed and Prohibited Substances***

Appendix Note

Appendices A-D in this publication contain **selected** text from the Rule that pertains to the marketing and trade of organic agricultural products. The selections are meant to be representative, not comprehensive. For a complete understanding of the breadth and meaning of the National Organic Standards, **readers are urged to read the entire text of the Rule**. Each Appendix contains links to the full text of its respective Subpart; for a fully linked version of these Appendices, see the HTML version of this publication at http://www.nal.usda.gov/afsic/AFSIC_pubs/OAP/srb0301.htm.

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Subpart G - Administrative addresses The National List of Allowed and Prohibited Substances (and Amending the National List); State Organic Programs; Fees; Compliance; Inspection and Testing, Reporting, and Exclusion from Sale; and Adverse Action Appeal Process.

Selected text: Preamble to Subpart G - Administrative - The National List of Allowed and Prohibited Substances:

Description of Regulations - General Requirements

“This subpart contains criteria for determining which substances and ingredients are allowed or prohibited in products to be sold, labeled, or represented as “organic” or “made with organic (specified ingredients or food group(s)).” It establishes the National List of Allowed and Prohibited Substances (National List) and identifies specific substances which may or may not be used in organic production and handling operations. Sections 6504, 6510, 6517, and 6518 of the Organic Foods Production Act (OFPA) of 1990 provide the Secretary with the authority to develop the National List. The contents of the National List are based upon a Proposed National List, with annotations, as recommended to the Secretary by the National Organic Standards Board (NOSB). The NOSB is established by the OFPA to advise the Secretary on all aspects of the National Organic Program (NOP). The OFPA prohibits synthetic substances in the production and handling of organically produced agricultural products unless such synthetic substances are placed on the National List...”

The *Preamble* continues with extensive explanatory text regarding this Subpart including information about Substance Classifications.

Go to: Complete text of the Preamble to Subpart G - Administrative - The National List of Allowed and Prohibited Substances

<http://www.ams.usda.gov/nop/NOP/standards/ListPre.html>

Selected text: Subpart G - Administrative - The National List of Allowed and Prohibited Substances

§ 205.600 Evaluation criteria for allowed and prohibited substances, methods, and ingredients.

Go to: Complete text of Subpart G - Administrative - The National List of Allowed and Prohibited Substances

<http://www.ams.usda.gov/nop/NOP/standards/ListReg.html>

Note: The National Organic Standards Board works closely with the Organic Materials Review Institute (OMRI) in evaluating materials for inclusion on the List:

Organic Materials Review Institute (OMRI) <http://www.omri.org/>

OMRI's "primary mission is to publish and disseminate generic and specific (brand name) lists of materials allowed and prohibited for use in the production, processing, and handling of organic food and fiber. OMRI also conducts scientific research and education on the use of materials by the organic industry."

*Subpart G - Administrative, of which *The National List of Allowed and Prohibited Substances* is a part, contains 6 other sections including *State Programs, Fees, Compliance, Residue Testing and Appeals*.

Update January 7, 2002: Section 6517(e) of the Organic Foods Production Act of 1990, as amended, provides a sunset provision of 5 years for substances on the National List. The National Organic Standards Board (NOSB) has asked if it can recommend the addition of a substance to the National List for a period of time less than 5 years. We have determined that the NOSB may recommend the addition of a substance to the National List for a period of time less than 5 years.

Public Comments on the Sunset Review (last updated: August 19, 2005) are available at:
<http://www.ams.usda.gov/nop/PublicComments/Sunset/PublicComments.html> (accessed 8/8/05)

Appendix E

Obtaining Full-text Journal Articles

Copyright law prevents free access to most published journal article text. There are several ways to receive copies of the articles you need. Most methods involve a fee.

- ◆ From an academic library that carries the journal(s) of interest, in print or electronic format:
Most academic library catalogs are now available for searching through the Web. Check catalog for journal title and back issue “holdings.” For a directory of U.S. Land Grant University Libraries:
http://www.nal.usda.gov/pubs_dbs/landgrant.htm
- ◆ From an Interlibrary Loan request at your local or academic library:
Ask at your library about this service; present the complete journal citation if available. For information about the National Agricultural Library’s Document Delivery Services, go to <http://www.nal.usda.gov/ddsb/>
Non-U.S. searchers should consult an Agricultural Libraries Network (AGLINET) participating library for Interlibrary loan services in their country, http://www.fao.org/library/info_services/Index.asp (click on “Partnerships/Networks”)
- ◆ From a journal publisher’s archives:
Many publishers provide reprint distribution and/or online delivery services for individual journal articles or issues. Check with the individual publisher for availability.
- ◆ From a commercial document delivery service:
Examples of commercial services (no endorsement intended):
Infotrieve, 800-422-4633, <http://www.infotrieve.com/>
Information Express, 650-812-3588, <http://www.ieonline.com/docdel.html>
Ingenta, 800-296-2221 (within U.S. only) or 617 395 4046, <http://www.ingenta.com/>
ISI Document Solution, 800-603-4367, <http://www.isinet.com/documentdelivery/>
Linda Hall Library, 800-662-1545, <http://www.lindahall.org/>

See also: *Document Delivery Specialists - Agriculture* <http://www.docdel.net/Agriculture.html>

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